

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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NEW YORK, FEBRUARY 5, 1921

No. 6

Alfred A. Knopf



220 W. 42 St., N.Y.

The Borzoi Standard and 1921

IN the five and a half years that I have been publishing them, Borzoi Books have made great progress in the most substantial of all possible ways.* During the past season this progress has developed to the point where I can promise for the future a standard both editorially and from a manufacturing point of view that will be higher than ever before.

Hergesheimer, Dell, Mencken, Willa Cather, Mary Borden, Clarence Day, Jr.,—more and more the choicest of our young American writers are coming to be identified with my list, and it is to the promotion of the work of such men and women that I intend chiefly to devote my energy.

My manufacturing standard, which has won for Borzoi Books the reputation of being the best looking produced in any country today, will be rigorously maintained.

I face the new year enthusiastically confident that despite the fact that they are more expensive than other books, the quality and the whole hearted sincerity back of Borzoi Books will win for them, slowly perhaps, but surely, a growing audience that will embrace the men and women of the highest type in every community.

It is in this spirit that I ask your especial cooperation for 1921.

Alfred A. Knopf

*Sales in 1919 increased 166% over 1918; 1920 went 47% ahead of 1919; January 1921 almost 39% ahead of a year ago. Verbum sap.

—Canfield—Lewis—Wassermann—Irwin—

THE BRIMMING CUP A Great American Novel*By Dorothy Canfield*

Author of "The Bent Twig"

The story of a lovely woman who goes deep into her own heart to find out if a really honest love can survive.

Jacket in colors

410 pages

March, 10th

\$2.00

MAIN STREET One Hundred and Fifth Thousand*By Sinclair Lewis*

When this advertisement was written (January 29th) we were already swamped with orders; over 9,800 called for in one morning; but two sets of plates and an occasional carload of paper will help a lot.

The best selling novel in America

\$2.00

THE WORLD'S ILLUSION Europe's Best*By J. Wassermann.*

Translated by Ludwig Lewisohn

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787 pages

2 vols

\$5.00

OUT OF THE AIR A New Sort of Mystery Story*By Inez Haynes Irwin*

Author of "Phoebe and Ernest"

A humming mystery story with a psychic plot.

Jacket in colors

March 10th

\$2.00

—HARCOURT, BRACE & CO., 1 W. 47th St. New York—

Do You Know That LINCOLN'S BIRTHDAY Is February 13th?

Not Abraham's of course, but that of the foremost of present day Lincolns—Joseph C.

Why not celebrate it by making a special display of *THE PORTYGEE*, the best seller that the whole country is chuckling over. You are safe in pushing this novel because everyone loves Lincoln and this story, with its wholesome, human characters and satisfying plot.

THE PORTYGEE is a best seller and the New York Globe put it just right when it said, "So long as Joseph C. Lincoln's a best seller all's right with the country."

The whole family reads *THE PORTYGEE* and everyone of them finds enjoyment in it.

The frequency with which re-orders have been coming from all parts of the country indicates that *THE PORTYGEE* is one of the liveliest titles among the midwinter books. The next Lincoln novel will not be ready until late June. Sell *THE PORTYGEE* and make new friends for the next book. A Lincoln reader is a Lincoln booster. This is an Appleton Book. D. Appleton & Company, New York and London.

High Praise from Leading New York Newspapers

THE NEXT CORNER

By

KATE JORDAN

Author of "AGAINST THE WINDS"

The New York Sun says :

"'The Next Corner' is an international romance of four countries. The scenes are vivid, the people in the book in many cases live, and in all cases help make the book live. 'The Next Corner' has interest, power and conviction."

The New York Times says :

"The changes of environment give an opportunity for many varied and clearly drawn word pictures of which Kate Jordan has made admirable use. Her descriptions are vivid and colorful.....The long novel, which holds the reader's attention throughout, contains many very passionate love scenes, and is one of carefully built situations, two of which are especially dramatic and important."

The New York Tribune says :

"The fascination of Kate Jordan's earlier novel 'Against the Winds' is recalled by 'The Next Corner.' There is the same strength of emotional appeal, the same vivid characterization, the same variety of intensely dramatic situations.....'The Next Corner' stands out as a successful novel on account of the ecstatic sweep of its style, its warm, vital figures and its cleverly conceived plot."

The New York Herald says :

"Here is plot—from the first page to the last—by an author who knows how to keep the ends of all the strings of her story in her own hands..... There are writers who hold higher rank in the matter of word craftsmanship who could well afford to study the narrative excellence of this story."

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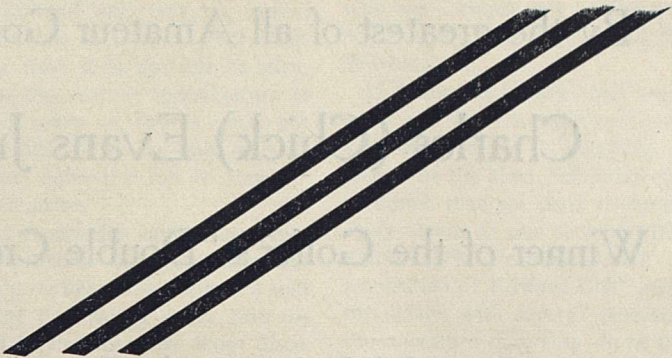
\$2.00 net.

LITTLE, BROWN & COMPANY, Publishers, BOSTON

The mental and sentimental adventures of an extraordinary girl,—as different from the average novel as a Swiss watch from a sun-dial

ZIZI'S CAREER

By EVELYN VAN BUREN



ZIZI'S CAREER

By EVELYN VAN BUREN

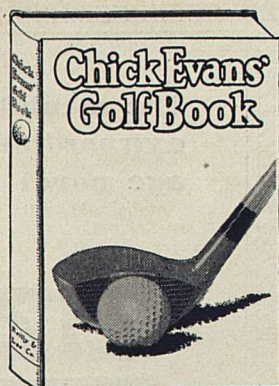
There is a breathlessness about this story that defies analysis. From the moment you stand looking into the night, waiting for the first sound of the train from the West, until the end when there is an unlooked for knock at the door, you are excited and expectant—and you don't know why. There's magic in it.

THE BOBBS-MERRILL COMPANY
Publishers Indianapolis



Fore!

*The joyous story of
the Caddie who
became Champion*



By the greatest of all Amateur Golfers

Charles (Chick) Evans Jr.

Winner of the Golfer's "Double Crown"

Chick Evans' Golf Book is a real golf story by a
very real American Boy, who holds a score of titles
—National and International, Amateur and Open.

65 Wonderful, Full Page Pictures

**Two Splendid Chapters on
Golf Instruction**

To be published March 1

\$3.50 net



The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

February 5, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Paper Novel

THE Stokes announcement of Mrs. Atherton's "Sisters-in-Law" gives two prices, \$2.00 in cloth, \$1.50 in paper covers. The experiment will be watched with interest by publishers and booksellers.

The chief difficulty is likely to be, as has been frequently pointed out, that the public expects more difference in price between cloth and paper covers than it is possible to give. The difference in the cost of manufacture is not more than ten cents or twelve cents per volume, and it is difficult to see how even as much as fifty cents difference can be thus effected in the retail price.

The public has repeatedly called for paper books in letters written to the newspapers, but very frequently the writers have indicated that they expected that this would mean that the \$2.00 titles would be had then for about \$1.00. If that is the general impression as to the difference in cost, the public is likely to express disappointment at a 25 per cent change.

Before the war, when our fiction was selling for about \$1.40, French yellow-backed novels sold for 3f. 50, or, on normal exchange, about 70 cents. This familiar comparison naturally led many to think that about half the price of our fiction could be saved if the French method should be adopted. This comparison, however, left out the very necessary allowance for the different purchasing power of money in the two countries. Like the traveler who found a Paris two-franc table d'hôte which equalled one at a dollar in New York and concluded that if we omitted the ice cream (which was the only difference he could see) the price might be made forty cents on this side.

One thing that must very highly recommend the cloth binding to the publisher's merchandising sense is that this feature, which costs but ten or twelve cents more than paper to put on, looks like a dollar more value to the average customer.

America Month

WHILE there will always be regrets expressed among the young people passing thru our school system that two such obvious occasions for holidays as the birthdays of the father and the saviour of our Union should fall in one short month, a month when little recreation can be obtained even when the holiday occurs, this concentration does serve to keep in everyone's mind that February is a time to renew acquaintance with the great names of our history and the great movements in its upbuilding. Too many there are whose knowledge of Washington's contribution to our country stops at Yorktown; too many who have but a hazy idea of what Daniel Boone's contribution was to our western expansion and our pioneer spirit; too many who see Lincoln only on the pedestal without realizing the human problems that he faced in Washington.

If "America Month" had been observed two years ago, there would have been an undoubted inclination to put its emphasis on the naturalization of the alien, but today many are willing to admit that we need re-Americanizing thru every strata of our society. Books like Mary Antin's "The Promised Land" or "The Americanization of Edward Bok" may mean more to the citizen with several generations of American ancestors than they do to the newcomer.

The putting to the front of American history, biography and political thought should be a pleasant as well as a practical duty in February of every dealer in books.

Books as News

NEWSPAPER men often take pleasure in pointing out to the publishing world that their pages give an extraordinary amount of publicity to books as compared with other kinds of merchandise, but at the same time it can be also pointed out that the publishing of books supplies to the newspapers a type of news that they are only too glad to have for their pages, news that their readers are anxious and eager to get. Front page space is not given to the notice of book publication because of any sympathy with the book-trade, but because no happening on that day so well deserves the space.

Last week the papers thruout the country were printing telegraph news from Washington that ex-Secretary of State Lansing was to is-

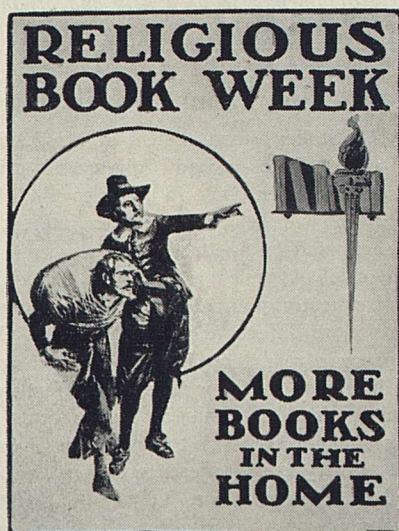
sue his book on the Peace Conference shortly after the retirement of President Wilson, and morning papers of January 31st carry on the front page word that Ray Stannard Baker is busy getting into shape the data which President Wilson will use in preparing his promised book.

As an example of what one morning newspaper may carry in the way of book news, it is worth while to list what happens to fall in one issue of the *New York Times*. The publication of Chesterton's book on "The New Jerusalem" has called forth from a New York Rabbi an emphatic denouncement of that author's attitude toward Jews and Zionism, and further Chesterton publicity comes from his lectures at the Times Square Theater. They quote his reply to the question as to whether in a real democracy all kinds of people can be made to do hard work. He replied, "I will admit that a large part of the employing class will not work." Gelett Burgess introduced Mr. Chesterton.

Claire Sheridan, according to another column, arrives in New York on the "Aquitania," and an interview with her is given a column and a half space. Mrs. Sheridan's book is already announced by Boni & Liveright. A leading editorial in this same paper renews the discussion of Professor Einstein and his theories, which reminds the follower of book news that Holt has just published Einstein's own book, and that there are several valuable volumes outlining his theories. The heading, announcing his church's congratulations to Dr. Manning on his election as Bishop of New York brings to the mind of every dealer in religious books that his important new book is just ready from Macmillan, and that its display will catch the eyes of many.

The arrival of the "Aquitania" also brings Sir Philip Gibbs here to lecture, and his appearance will give new emphasis to the brilliant books that he has recently published. By the same ship comes Sir Ernest Shackleton, whose Antarctic book still has numerous readers. Besides all these news items, there is still the theater page, whose billings are commented on not only in the metropolis but thruout the country, bringing continually new grist to the book world. "Miss Lulu Bett," "Heartbreak House," "Deburau," "Enter Madame"—all of these names, reiterated day after day, mean something to the book buyer, as well as to the theater-goer.

One of the most effective window displays that has ever been devised is the use of newspaper clippings put into the tops of books and made to fill the window, bringing to every passerby the message that, if he wishes to understand what is going on, he must of necessity have contact with the bookstore.



TEN THOUSAND OF THESE POSTERS IN COLORS ARE TO BE DISTRIBUTED SHORTLY FROM THE RELIGIOUS BOOK WEEK HEADQUARTERS AT 334 FIFTH AVENUE, NEW YORK

Don't Forget Valentines

THOSE booksellers who have endeavored to keep books in the public mind as the most appropriate of valentines, have found that this business can be increased each year. Many people feel inclined to send a greeting on that day, a little more substantial than a mere card, and there is nothing they can turn to so appropriate as a book. The dealer can gather on one counter a selection of volumes which would be very appropriate and suggestive for the occasion and an attractive sign will start people looking over the suggestions.

Many booksellers have a special band that can be wrapped around the books thus selected. A simple engraved line in red is used by Korner & Wood, of Cleveland, admirably printed on heavy paper, and reading: "To My Valentine."

Another dealer, by keeping careful record of those who have found books good valentines is able to count regularly each year on forty or fifty sales, which are worked up by telephone and special letter. This has meant from seventy-five to one hundred dollars of extra business which would not otherwise have been had.

The Government as Publisher and Bookseller

By Waldon Fawcett

AT first glance, it might appear that librarians, rather than book publishers or booksellers, are due to feel interest in the project, of which we hear anew on the eve of governmental reorganization, to place the Federal book business more strictly on a sales basis. In reality, tho, it is suspected that there may be not a little significance for all branches of the book-trade in this movement to vindicate the principle that what is worth reading is worth paying for. If there be any competition between government publications and the output of private presses, it is not unreasonable to expect a certain moral effect from the move to compel a larger proportion of our public documents to "pay their way." Or, to turn to the purely physical side of the proposition, it is not inconceivable that a curb upon the free distribution of government publications might have its slight effect upon the print paper market.

Libraries Least Affected

Librarians, contrary to an impression in book-trade circles, will probably be least affected by the stiffening policy with respect to the distribution of volumes bearing the imprint of the Government Printing Office. Unless the new policy is made more rigorous than is generally anticipated, few libraries will be called upon to pay cash for government publications. There are, to be sure, less than 600 libraries that have been formally designated as government depositories and as such receive all the publications of the government. But the policy in the executive Departments at Washington,—a policy that is to continue,—is to honor all reasonable requests from libraries. Not only is there compliance with specific requests for individual volumes but in many instances libraries are, upon request, placed on permanent mailing lists to receive all the publications of given bureaus or institutions. This is the attitude not merely with respect to public libraries but likewise with reference to special libraries such as those maintained by professional and technical organizations, by the "research departments" of large industrial corporations, banks, etc., etc.

Discourages Idle Curiosity

It is the everyday citizen who has been wont to request government publications in a spirit of idle curiosity, or for the sake of receiving a volume of imposing proportions by mail, who is likely to feel the effect of the current effort to reduce the deficit of the governmental publishing enterprise. Coincident with the sharper discrimination in the distribution of free copies has come a studied effort to sell government publications to the public. Instead of sitting back and waiting for supposedly interested persons to request his gift books, Uncle Sam is now making

studied effort to sell his reference works, at prices that at least cover the cost of production, and is, meanwhile, demanding justification for a place on the "free list." Indeed, there is a disposition to hold this latter to libraries and to a scope of distribution approximating that of the review copies that private publishers furnish to the press, etc.

This policy was inaugurated by several government departments, notably the Department of Commerce, without waiting for the pressure of Federal economy which threatens to bring all branches of the government to this plane under the impending reorganization. The Department of Commerce, it may be added, has been peculiarly well placed, this past few years, to test the practicability of building up a business in the distribution of Federal publications on a straight sales basis. For the Department, and particularly its Bureau of Foreign and Domestic Commerce, has been issuing in great number and variety a list of handbooks, directories, etc., dealing in intimate manner with import and export problems and of consequent interest to international traders and to all business men. Similarly the National Bureau of Standards in the same Department has held consistently to the sales policy in the distribution of its valuable technical and scientific works.

Example of Bureau of Commerce

The Department of Commerce has been enabled to set an example for all other branches of the Government in exacting pay for publications such as were formerly given free for the asking, because it has conducted a persistent campaign of sales promotion. In consequence of the missionary work accomplished, we find at the Commerce Department a mailing list of more than 6000 names, representing ultimate consumers of governmental literature who have, on their own initiative, asked that they be supplied regularly with the Monthly list of Publications which lists, at the close of each month, the new publications that have come from press during the month. This mailing list is revised at least once each year, and a request by reply card is required in every instance where a prospect desires a copy of the complete list of publications that is issued annually.

That Uncle Sam may attain a book turnover of respectable proportions by resorting in some degree, to the aggressive methods of the commercial trade has been eloquently attested by the exploits of the Bureau of Foreign and Domestic Commerce in salesmanship by mail. In order properly to announce the frequent additions to its long list of publications on international trade and kindred topics, the Bureau maintains a mailing list that contains the names of more than 26,000 exporters and importers in the United States. Occasionally a circular or mimeographed

form letter announcing a new book or series of books is sent to the full list. As a rule, however, there is specialization in circularization. To that end, the list is classified by states, by lines of business and according to marketing objectives. Accordingly, it is possible to bulletin the issuance of a new work on Latin-American trade conditions to the precise quota interested in that sphere, or to segregate jewelry manufacturers and exporters to receive advance notice of the publication on the opportunities for the sale abroad of American jewelry.

Effort Toward Economy

Not the least interesting angle of the governmental book selling venture in this particular quarter consists of a comparison of the relative appeal of distribution by mail and via what is, to all intents and purposes, local retail bookstores, located at the commercial centers. In circularizing on the subject of its commercial handbooks and other publications of wide appeal the U. S. Bureau of Foreign and Domestic Commerce now makes it a practice to call attention to the fact that any desired volume may be obtained by mailing a coupon (the coupon adjunct represents approved practice in the circularization) to the Superintendent of Documents at Washington or by applying at any of the District or co-operative offices of the Bureau. These branch offices, constituting virtually a "chain" of retail bookstores for the sale of commerce publications, are located in New York, Boston, Chicago, St. Louis, New Orleans, San Francisco, Seattle, Baltimore, Cleveland, Chattanooga, Cincinnati, Indianapolis, Los Angeles, Philadelphia, Portland, Ore., Dayton, Pittsburgh and Newark.

It is no secret that the leaders of Congress have been inspired in their ambition to place the entire governmental book publishing proposition on a pay basis by the spectacle of what the Department of Commerce has accomplished this past few years with its list of books on business topics, navigation, etc. Total sales of this Department's listings jumped from \$53,080 in 1918, to \$67,751 in 1919, and to \$86,677 in 1920. Take, by way of illustration, the progress of the daily Commerce Reports, Uncle Sam's newspaper for business men. By reason of the demands from commercial organizations and educational institutions (both privileged along with libraries) this commercial daily is bound to have, always, an extended "free list," and yet at this writing there are more than 8000 paid subscribers as against 5000 addresses to which the publication is sent gratis. An interesting side-light projected during the government's book selling campaign consists in the manifest willingness of numerous class, professional, technical and scientific journals to mention in their reading columns the price of a new book, esteemed of value to the clientele. Perhaps, however, the circumstance that the books thus announced are under governmental imprint is accounted to absolve the reviews from any taint of "advertising."

The effort at Washington to place Uncle Sam's book business more consistently on a sales basis is one expression of the effort for economy and avoidance of duplication in governmental publishing which has, for some months past, engaged the attention of the Joint Committee on Printing of the U. S. Congress. A parallel measure of conservation, invoked by this printing commission, is the discontinuance of 111 of the 266 journals, magazines and periodicals heretofore published by the various branches of the government, a curtailment that has cut almost in half the annual expense of \$2,500,000 for this class of publishing.

Contributory also to the plan to give commercial status to as large a proportion as possible of the government's book business is the current effort to centralize and consolidate the Federal publishing activities at the Government Printing Office. Incredible as it may seem, Uncle Sam had in operation, until a few months ago, 287 printing plants engaged in printing and binding operations, in addition to the service furnished by the Government Printing Office and by commercial printers. Thanks to the activities of the reformers in Congress a large share of the "field plants," scattered all over the United States and employing more than 800 men at an annual wage of \$600,000, have been discontinued and there will be a further reduction in future.

No Private Advertising

Incident to the development of a more sensitive conscience on the part of Uncle Sam with respect to his publishing activities there has lately been adopted a principle that should be of no little interest to the book-trade, viz., exclusion of commercial advertisements from government publications. Unless a person be familiar with the entire range of government publications he might not realize that this issue of the admission of private advertisements had ever been raised. It happened, however, during the war that certain Army and Navy publications built up a considerable commercial advertising patronage. Certain Indian school publications had already accepted private advertising.

When this acceptance of outside advertising was brought to the attention of the Joint Committee on Printing it conducted a thorough investigation. By the logic of the Committee there was no reason to admit the advertisements of powder manufacturers to the Army and Navy publications and exclude the advertisements of the manufacturers of agricultural implements and the large mail-order houses from the farmers' bulletins. All such advertising, the committee concluded, was improper in publications supported at public expense. Moreover, it was the feeling of the Congressional body, which acts as a board of directors for the Government Printing Office, that commercial advertisements in the environment indicated, had the appearance of having been officially endorsed or approved by the government, which was un-

fair, not only to nonadvertising competitors but likewise to the public. Finally, it was accounted an improper use of the mails to distribute these advertisements at Government expense. Accordingly the Committee required the termination in 1920 of all existing written contracts for advertisements in Government publications and has put into effect a regulation that will debar such advertising in future.

Book tradesmen who face the problem of persuading the public to buy books more liberally may find confirmation that there is a dormant public interest in a form of exploitation that has lately been brought to an end in connection with this same general movement for better ethics on Uncle Sam's publishing ventures. Some of our readers may recall that a few years ago certain monthly magazines and newspaper syndicates inaugurated so-called "reader services" that undertook to supply government publications to subscribers at merely the cost of postage.

It has now been revealed that one reason for the abrupt discontinuance of that scheme was the overwhelming response on the part of the public. Whether it was a tribute to an energetic form of book advertising or merely an exemplification of the desire on the part of the public to get something for nothing or almost nothing, the fact remains that in the interim from January 5, 1918, to February 19, 1920, one newspaper syndicate obtained free of charge from various branches of the government, for transmission to persons who had responded to its ingenious book advertisements, a total of 1,319,495 Government publications. By official mandate there will be no repetitions of that achievement. Just as it is now required that every Government publication shall bear imprint of the price at which it is sold by Uncle Sam, so has a limit of 50 been placed upon the copies of any government publication furnished to any individual, corporation or agency for free distribution.

Adventures of a Bookseller

By Ketch

IT was January, and the Bookstore was full of people looking for bargains; and finding them, too, for several tables bore signs announcing a cut in price. Mr. Careful passed about among the bargain tables for some time before Mr. Ondeck appeared at his elbow and asked what he could do for him.



"I DON'T WANT TO FORCE THIS SALE ON YOU, BUT—"

"I am looking for something for my son," said Mr. Careful. "Tomorrow is his birthday."

"I see," said Mr. Ondeck. "And have you discovered anything likely?"

"Not yet."

"How old is the boy?"

"Fourteen."

"Ah yes. Growing up. Now here we have a set of Dickens that we are offering at a great bargain—in fact half the original price."

"How much?"

"Only eighteen fifty. And look at the—"

Mr. Careful whistled softly, and said,

"Oh my! Why, I could get him a suit of clothes for that!"

"Now here is a good thing," continued Mr. Ondeck. "Not near so expensive, but just the sort of thing to attract a boy. Dumas. Six volume edition, and—"

"By the way," interrupted his customer, "Have you a copy of Mark Twain's 'Tom Sawyer'?"

"'Tom Sawyer'? Yes indeed. Right this way."

And he started for the rear of the store. But before he had gone very far, Mr. Careful called him back.

"Wait a minute," he said. "How much is it?"

"Two and a quarter in cloth, and three dollars in leather."

"Two and a quarter!" cried Mr. Careful. Then intimately, "What is the sale price?"

"There is no reduction on Mark Twain. His books are standard," replied Mr. Ondeck. "But here on this table—"

"No. You need not show me anything else," Mr. Careful cut in. "'Tom Sawyer' would have been all right—but I'll never pay that for a book! I—I'll get him something to wear."

He turned and was preparing to depart, when Mr. Ondeck gently laid his hand on his arm.

"Just a minute," he said quietly, but his eyes

glowed with a friendly challenge. "Have you ever read 'Tom Sawyer'?"

"Yes. Of course."

"How long ago?"

"Oh, twenty years ago, I should say."

"And do you still remember it?" persisted Mr. Ondeck.

"Yes, indeed. It was one of the—"

"All right," said Mr. Ondeck. "Now what have you got on in the way of wearing apparel that has lasted you for twenty years?"

"They looked at each other for a moment, and Mr. Ondeck's eyes were quite serious now.

"I don't want to force this sale on you," he continued, "but twenty years ago you paid a

couple of dollars for something that you are still wearing; something that will never wear out. My point is that 'Tom Sawyer' is value received at two and a quarter!"

He laughed goodnaturedly, patted Mr. Careful on the shoulder, and the incident was apparently closed, for Mr. Careful departed.

It was not long, however, before he returned, and, with a smile, said to Mr. Ondeck,

"I'll take it."

"Good!" exclaimed that gentleman, quite pleased.

"Yes," said his customer, "I went across the street, and they want three dollars and a half for a tie!"

Publishing Not a Profession

THE question of whether bookselling is a profession or a business has frequently been argued, but not so often has the discussion been brought forward as to where publishing should be classed. Henry Holt in his article on the "Garrulities of an Octogenarian Editor" decides this question in the negative, basing this opinion on his efforts to set other than business standards for the conducting of his relations with authors.

"I founded this *Review* to do what I could against the tendency then prevailing as probably never before, certainly never since the French Revolution, and multiplied many-fold since the War, toward Utopian schemes unjustified in the present stage of human evolution. And yet on looking back I find that, so far as I can see, following such a scheme has been my own chief mistake. The scheme, if that's the word for it, was making of publishing a 'profession.' I have already indicated why it cannot be a 'profession,' and now at the cost of some egotism, I will illustrate my mistake by examples. They may interest authors and publishers, if nobody else.

"A few years after I began business an eminent author asked me to take over his works. I asked him if he had any good cause of complaint against the house then publishing for him, and on his saying No, I declined his invitation. At my age a man has become used to seeing himself as an occasional fool. I now think that that author's relations with his publisher were none of my business. And while it would have been against my principles to *invite* him to come to me, he had a perfect right to come of his own notion, and I to receive him. I didn't see him again for thirty years, when I asked him if he remembered me in the character of Don Quixote—and he did.

"In another case, an agent of an eminent house had gone beyond his instructions and tried to get one of my most eminent authors, who was also a close personal friend. The author, I believe under the instigation of a friend who, perhaps justly, disliked me, wrote that he was going to put up his next book at auction. This aroused all my mistaken 'pro-

fessional' pride. I asked the other publisher if we were to consider our 'professional' relations on that basis. He said No, and wrote the author that he would not bid, because I had been to see him and made objections. The author wrote me indignantly that I had boycotted him. The main issue of course bred many complications. I made the mistake of leaving the matter to be settled by correspondence, instead of going to see him at the outset. It was brought into some sort of shape by the volunteer efforts of a common friend, but it resulted in all of his subsequent books but one going to a *third* publisher, and an important posthumous book to a fourth.

"Probably my greatest mistake in this line began when a third eminent author, all of whose books I had published, referred me regarding an impending one to a 'literary agent.' I declined to have any intermediary between my author and myself. My ideal was that the relations of an author and publisher should be like those of patient and doctor, parishioner and pastor, client and lawyer,—this in spite of the fact that for a long time past, if an English litigant's case gets as far as court, his lawyer engages a barrister to plead it. And I followed my ideal as foolishly regardless of facts as a worldful of idealists are following their ideals to-day—against the remonstrances of even this *Review*! I refused to have anything to do with the agents—and so for years cut myself out of more new business than I got in without them.

"There was no place for literary agents in my unpractically ideal relations between established authors and their established publishers. I took up the cudgels vigorously in interviews and more direct communications to the press, notably in the longest article, I believe, that *The Atlantic* has ever published, on 'The Commercialization of Literature' in 1898. A few years ago when that good man the late Mr. Dodd, said at a publishers' lunch, that he believed an author had a right to employ an intermediary, I found I had changed so far as, in spite of all the objections, to agree with him. He had profited greatly by his wisdom, and I had lost heavily in chasing after my ideal."

A Book Exhibit in Book Environment

By Herman George Scheffauer

A REMARKABLE book-trade exhibition took place last fall at Frankfort-on-Main, Germany. The book was considered and presented as an organic and active unit of modern life and civilization. It was permitted to determine its own environment, to create, as it were, its own circumjacent world.

Heinrich Pfeiffer, the Director of the Society for Foreign Book Trade in Leipzig, an organization comprising some sixty-five of the leading publishers of Germany, was the father

book-cosmos revealed here is of such richness and extent that it would prove impossible to furnish an adequate description of it, save—in a book.

The dominating idea of the exhibition is the "Fair" or "Messe," made famous by the growing popularity of the historic Leipzig Fair which has served as a model for numerous fairs elsewhere, as, for example, that at Lyons. It begins in the form of a publishers' exhibition—such as the International Book Exhibi-



A MODEL LIBRARY FOR A PHYSICIAN AT THE FRANKFORT BOOK FAIR

of this original idea. It was carried out with an attention to bibliographical, historical, economic and cultural detail and a wide and catholic survey of the whole world of books which has called forth great admiration on the part of visitors from foreign lands.

In this exposition which has been permanently installed in the Victoria School, one is able to behold, as in a panorama or a pageant, the entire history and evolution of the book pass before one's eyes. The whole enterprise, in view of the apparently insuperable difficulties besetting the German book-trade, must be regarded as a remarkable achievement.

The different sections were studied and arranged with the most meticulous and loving care by the leading bibliographical experts of the country, and artist and architect worked in harmonious co-operation with them. The

tion at Leipzig in 1914. The purely commercial features, however, are given no prominence and the whole is conceived chiefly from an historical, educational, technical and economic point of view. Thus, every publishing house presents the story of its foundation, its growth, the style and individual ear-marks of the house, the range and nature of its publications and its policy, its associations with famous men, its foreign connections and the like.

In this publishers' section the bibliophilic is also strongly represented in the shape of rare and precious works either old books or expensive books which are published only by means of advance subscriptions. Here the author, publisher, artist, printer and bookbinder, working creatively together, achieve series of fascinating masterpieces which in originality of theme, colour, makeup, etc., are a delight and

an inspiration. Poems or collections of poems and *belles-lettres* in large format, on hand-made paper, these exotic, erotic or expressionistic etchings and lithographs, are eagerly bought by the new-rich and the war-profiteers—which is at least one way of lightening top-heavy and super-taxable fortunes.

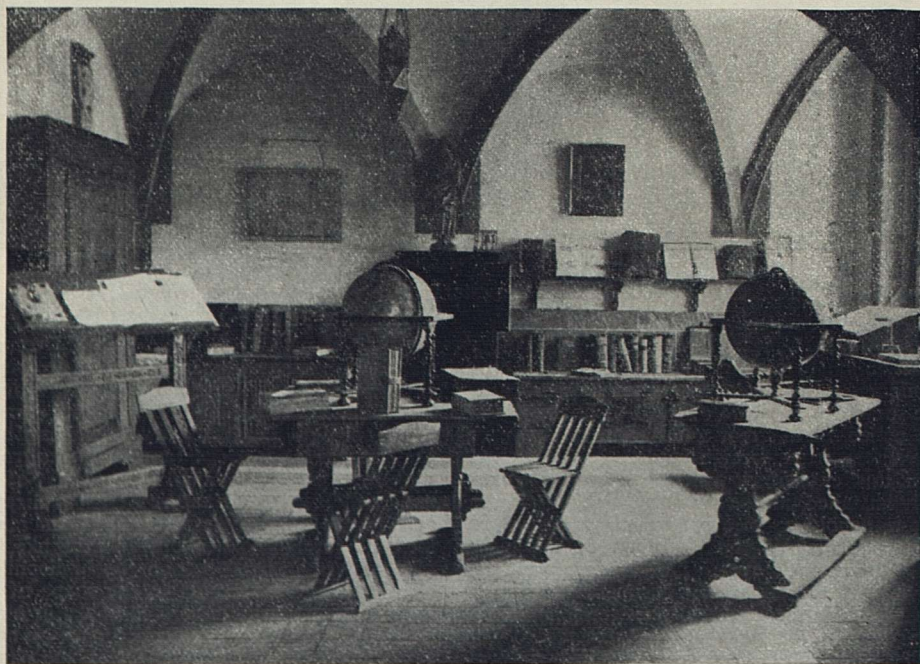
The publishers' displays are arranged on the ground floor of the school—among them the Insel Verlag with its admirable new series of books in all languages under the collective titles of "Bibliotheca Mundi" and "Pandora" occupies a prominent place. We have in these a collection of the masterpieces of all ages and nations in the original tongues. Several foreign publishers were astonished to find here new editions of their native authors who in their own land were either out of print or inaccessible in popular editions.

The leading *de luxe* and bibliophilic publishers, such as the Tempel Verlag and certain houses in Leipzig, Berlin, Munich and Vienna, have produced a wealth of beautiful and tasteful books and booklets in every format and in every style. An audacious and revolutionary note is observable in these creations—they fascinate the eye, tempt the caressing fingers and intrigue the interest. Some of these works are confined to limited editions—others come well within the limits of the people's purse. Even the relatively cheap, paper-covered book receives the attention of the artist, graphic and

typographical. The expressionistic movement and its variations are much in evidence.

In the section called "The Evolution of the Book," we are able to follow the making of a book step by step—from the first rough draft of the author's manuscript (in this case "The Indian Voyage" by Waldemar Bonsels) to the set type, the proofs and the press-work, and then to the finished volume in its jacket and carton.

Architectural and archeological exhibits, loaned by the famous Gutenberg Museum at Mainz, illumine the ancestral tree of the modern book. Among the magnificent specimens of classic printing and binding, one might mention the richly-decorated Gutenberg Bible with its initials and miniatures, a work in two volumes issued by the Insel Verlag. The fairytales illustrated by the distinguished artist Max Slevogt, and Prosper Merimée's "Carmen," with original lithographs by Hugo Steiner-Prag and published by the Propylean Verlag, attracted much attention. As a striking contrast to the hand-written mediaeval manuscripts and the highest achievement of the mechanical press, we have the latest, significant product of these lean, harsh years—the type-written book as brought out by Echtermeyer. Many charming and tasteful solutions have been found, tho it is certain that this form of print must be considered only as a passing capitulation to necessity.



RARE OLD VOLUMES IN THE ATMOSPHERE OF THE LIBRARY OF A 16TH CENTURY SCHOLAR



A MODEL LIBRARY FOR THEATRICAL MANAGERS—ONE OF A SCORE OF EXHIBITS

The main *motif* of the exhibition is to be found in the display of libraries. Here the book is given its proper and essential environment according to its nature, use and associations, its literary, artistic or educational relationships. The book in its numbers dominates the room as an army dominates a field—it is no longer to be regarded as mere bulk or decoration.

For the first time an attempt has been made to create model rooms for the good book—rooms designed for spiritual communion or adventure, professional practice and everyday needs. The comfort, convenience and simplicity demanded by our times have been attained by the simplest and most tasteful means. Where the impression of luxury and elegance was necessary, this has been brought into play, but always as a background, a shell for the book.

We are shown the study of a physician, an architect, the manager of a theater, an editor-in-chief, an engineer—the books are concentrated and co-ordinated into an organic feature and function of the surroundings—they become presences and principals, no longer mere accessories. We have the book-boudoir of a society woman, exquisitely light and dainty yet without trifling or vulgarity, the den of the passionate bibliophile with its intense, cloistral yet expert intimacy, its sense of worship and enshrinement, the library living-room of an art-loving woman author. The garden pavilion brings the book out-of-doors in relation to nature. The library in a middle-class home

is shown with all its ramifying connections. The children's room, radiant in happy colors, reveals the progression from the first linen picture-book to the fairy-tale and the adventure story and the new world these open up. The study of a scholar in the 16th century has been composed with an actuality and an air of expediency which lift it far above the usual, semi-theatrical, semi-archeological reconstructions of that sort.

The rooms are all handsomely decorated with harmonious furniture, carpets and paintings, and the colors are vocal and active elements in the plan and purpose of each room. During the opening exhibition musical recitals by prominent artists took place in a model music-room. Modern poetry was read in the lecture chambers. In the gymnasium of the school there is displayed an amazing array of educational books, maps, charts, objects, models and the like. Daily exhibitions of educational films also took place as well as a great number of interesting lectures by specialists in the field of book production.

This Book Exhibition, this "House of the Book," offered stimulus, inspiration, suggestion and esthetic pleasure to publisher, book-lover, teacher and the reading public, to the scholar and student, to author, artist, craftsman and the gourmet of good books. It must be recognized as a remarkable enterprise, a crusade on behalf of its vital message and its place as one of the firmest fundamentals of our disrupted and darkened civilization.

An Uncorrected Galley

MISS LULU BETT

F. P. A. in his famous column "The Conning Tower" in the New York *Tribune* took a sly shot at the book advertiser. He wrote:

"How unlyrical the advertiser! Says he: 'Read the book Miss Lulu Bett. See the play Miss Lulu Bett. You can get the novel at any bookstore, \$1.75 net.' Were it not better, as Milton said, thus?"

Read the book Miss Lulu Bett,
See the play Miss Lulu Bett;
At any bookstore you can get
The book. It's one seventy-five (that's net)."

Appleton, Miss Lulu Bett's publisher, with sportsmanlike promptness and good humor replied:

"To any one who takes the time
And writes an ad in goodly rhyme,
An ad that pleases F. P. A.
And boosts the book as well as play,
We'll give a prize, this without fail,
A copy signed by Zona Gale.

Go to it, poets—Send your verses addressed to J. C. P., D. Appleton & Company, 35 West 32nd Street, New York. For every one found acceptable for publication an autographed copy of Miss Lulu Bett will be sent."

462 verses were received in the first mail and they are still pouring in by messenger, telegraph, and later mails. Here is one of the first to pass the censor.

Before the sun begins to set,
Before you light the gaseous jet,
Before the grass with dew is wet,
Commence to read "Miss Lulu Bett."

Before this week is marked "To Let,"
Before you chance to run in debt,
Before you happen to forget,
Go see the play, "Miss Lulu Bett."

J. Clement Boyd.

SOME FURTHER CONTRIBUTIONS

There's a book every once in a while
That you read with a tear and a smile.
Now "Miss Lulu Bett" is as fine as you'll get
And the play is in just the same style.

The safest Bett that you can make—
"Miss Lulu Bett"—that's no mistake.
Go buy the book and see the play,
You're sure to win out either way.

A Gale that blows nobody ill
Has blown us a novel of skill.
Buy Miss Lulu Bett
And do not forget
To look up the play on the bill

R. D. M

Bookshop Lectures

THE Hampshire Bookshop of Northampton, Massachusetts, which has been steadily building a firm place for itself under the management of Marion E. Dodd, has taken on new responsibility in underwriting important lectures, which have brought prestige to the shop and presumably new friends to the store, as the seats for all lectures were obtained only at the Bookshop.

Mr. Chesterton's lecture on "The Ignorance of the Educated" was given in the Academy of Music on January 18th, and the house was well sold out. Mr. Chesterton proved very amenable to the suggestion that he should sign books for customers of the Bookshop.

The same large auditorium was used on February 4th for John Drinkwater's lecture on "The Poet and Tradition." Mr. Drinkwater has proved himself one of the most popular and likeable Englishmen that have come to this country. On March 2nd, Christopher Morley is to talk on "The Sunny Side of Grubb Street" with what we may imagine will prove a very decided increase in the demands for his essays, fiction and poetry. On April date, Amy Lowell is to talk on "Whitman and the New Poetry."

This decidedly notable series of lectures has been preceded by other efforts to have the Bookshop serve as a rallying point for those interested in the personalities of our contemporary writers. During Children's Book Week, Grace Hazard Conkling gave a notable talk in the Bookshop on "Imagination and Children's Reading," an address which the Bookshop reprinted for general distribution. Mrs. Conkling is one of the directors of the Shop. In previous seasons there have also appeared Lord Dunsany, Hugh Walpole, William Yeats, Robert Frost, Dorothy Canfield, Madame Huard, Clara Whitehill Hunt, and Frank N. Doubleday.

Sunday Book Talks

A NEW method of book publicity was developed last year at the Roof Tree Inn, New York. Book talks were given on Sunday morning at twelve o'clock. Some of the visitors would have their breakfast before the book talk, and others their lunch afterwards, according to the flexibility of Sunday habits. The atmosphere of this old Inn was admirable for the purpose, as it is on the second floor of the old A. T. Stewart stable, handy to both Fifth Avenue and Broadway, and once used as a studio by the late F. Hopkinson Smith. This year, beginning with January 23rd, the idea has been revived, but as a Sunday evening occasion.

Laurence Gomme of the Neighborhood Bookshop spoke on the first evening on the subject of "Reading As a Recreation," and others who have promised to take part are Edward Björkman, Salomón De La Selva, Arthur Guiterman, Robert Cortes Holliday, Kenneth McGowan and Horace Holley.

The Bond of the Printed Page

THE place of the book in bringing all countries together in common understanding was notably emphasized in an address by Herbert S. Houston, Vice-President of Doubleday, Page & Company at a dinner at the National Arts Club in January.

"Well, if books are indeed interpretations of life what should be the one controlling purpose of those who write them and of those who make them in a time of flux and stress, such as this? It should be, I venture to suggest, the spread of understanding among ourselves and, in particular, the spread of understanding among the peoples of all nations in

regard to each other. We should strive mightily to make this country understand, and all the world understand, that the human race is one and indivisible and that it must prosper or perish as such. It is because that is eternally true, that the vision of a League of Nations persists so indomitably in the hearts of men.

"Thruout the world, I am persuaded to believe the interpreters in all the arts, and those who try to give their messages to the printed page, are one in a kinship of spirit and that kinship must lead to understanding and to truth."



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GILBERT K. CHESTERTON AND MRS. CHESTERTON REACH AMERICA

MR. CHESTERTON WILL SUPPLY MUCH GOOD "COPY" FOR AMERICAN NEWSPAPER MEN, AND HIS APPEARANCE HAS ALREADY GREATLY STIMULATED THE SALES FROM BOOKSELLERS' COUNTERS OF THE MANY POPULAR CHESTERTON TITLES

GILBERT K. CHESTERTON has visited New Haven, where he was busy on the morning following his lecture autographing books at the Brick Row Bookshop. In the previous week he was brought to Smith College thru the enterprise of the Hampshire Bookshop, who had charge of the planning of the lecture and the sale of tickets.

ARE BOARDS of trade or chambers of commerce trade associations? "Trade Associations—their Organization and Management" by Emmett Naylor, Secretary-Treasurer of the Book Paper, Cover Paper and Writing Paper Manufacturers' Associations and President of the American Trade Association Executives, shows why they are not (Ronald).

\$25.00 for Travelers

"What Makes a Good Window Display?"

For the best article of from 2 to 4 column length received by February 25th, THE PUBLISHERS' WEEKLY will pay \$25.00.

The traveler sees book displays of every kind. What are the characteristics of the successful window?

\$25.00 for the Best Article Written by Any Traveler of a Publishing House

Good Book-Making

WHILE it is not considered the province of this monthly column to comment on English book-making, but to watch the developments among our own printers, we cannot help pausing to welcome a new volume that Dutton has imported, which illustrates the return of one of the happiest formats of Dent's publications. This is the volume of essays called "Windfalls" by Alpha of the Plough, a small 12mo, with charming illustrations and chapter headings by Clive Gardiner, an artist well worthy of a place in the succession of the late Hugh Thomson. The format is similar to the beautiful editions of the "Breakfast Table" books, which Houghton Mifflin imported thru Dent some years ago. A better make-up for a volume of light literary essays could hardly be imagined.

A volume of last year's dating, but which has not been formerly commented on, is "The Children of Odin," written by Padraic Colum and published by Macmillan. The format, which is the one that has been previously used for the "Children's Homer," is almost perfect for a children's book of this character. Pogony has supplied the interesting chapter headings in black and white and ornamental letters, which are in keeping with the subject matter.

Another interesting experiment in book-making for children is "The Garden of Plynck," written by Karle Wilson Baker, and

published by the Yale University Press. The black and white drawings by Florence Minard have been fitted into the pages in a very informal and attractive way, and the double page title, giving a map of the fairy country, is an interesting innovation. The little drawings inserted on the page headings are not, perhaps, as successful as those in the text, and might, perhaps, have been as happily omitted.

One cannot but admire the daring of Van Loon in his method of planning both text and illustration for his children's history series, just come from Boni & Liveright, the first volume being "Ancient Man." Mr. Van Loon developed his own style of illustration in the interesting book of a few years ago entitled "A Short History of Discovery," and he has now developed this match-end style with still further success. The broad pages of the book and the frequent introduction in the text of little drawings add to the success of the volume.

A pleasant example of a good page for fiction is shown by "Debatable Ground" by G. B. Stern, a new Knopf novel. The press-work shows an even blackness of color that makes a pleasant contrast to many fiction books that are too hastily run thru the presses.

John Lane Company has made a pair of attractive books out of C. Lewis Hind's "Authors and I" and "Art and I."

Among the Publishers

A Week's Gleanings of Book-trade News

ONE OF Stephen McKenna's earlier novels, "The Sixth Sense," is to be published in February by Doran.

EDEN PHILLIPS, author of "Miser's Money," has forsaken industrial themes in favor of a ghost story and has written a hair-raising yarn, "The Gray Room." Macmillan will publish it in February.

WHEN KNUT HAMSTUN'S "The Growth of the Soil" was translated in England, the enthusiasm it created stirred envy in American booksellers and book buyers. It will be published here the end of February by Knopf.

ARTHUR GUY EMPEY, one of the best known of the Great War's heroes and author of "Over the Top," has written, not a war story, but a love story and called it "The Madonna of the Hills," which Harper will publish in February.

IN MEREDITH JANVIER'S List of First Editions and Fine Books for the year, the first edition of "The Young Visitors," by Daisy Ashford, (Doran) is listed at \$15.00—the original price was \$1.00! What better title to immortality for this juvenile masterpiece than an increase of 1400 per cent in one year?

THE COSMOPOLITAN Book Company announces that two Curwood books and Peter B. Kyne's "Kindred of the Dust" have all passed the 100,000 mark, and that it is already laying plans for a sales campaign for books by both these authors in the fall, with an advertising allowance for its list of over one hundred thousand dollars.

TWENTY YEARS of writing and two of manufacturing, is the record of labor behind the publication of "Allen's Synonyms and Antonyms," which the Harpers have just brought out. Its author, the late F. Sturges Allen, was general editor of Webster's New International Dictionary. The typography of the volume is Mr. Allen's own arrangement, and the type used was specially cut at his direction.

THE PUBLISHERS of Mrs. Atherton's new novel, "Sisters-in-Law," her only full-length novel in seven years, are watching with unusual interest the developments of their experiment of issuing the book in paper as well as cloth covers, at a reduction of 25 per cent for the paper cover from the price of the cloth edition. Booksellers are frankly pessimistic and disbelieving, but it is the attitude of the public that will count, and the publisher, Frederick A. Stokes Company, is hoping for unmistakable expressions from the big body of book buyers.

A NEW NOVEL by William J. Locke is always certain to be greeted with enthusiasm. "The Mountebank" will be published in February by John Lane.

"THE MAGICIAN," a new novel by W. Somerset Maugham, author of "The Moon and Sixpence," is a strange love story, dealing with the mysteries of black magic. (Doran.)

JOHN DRINKWATER'S historical play, "Mary Queen of Scots," is to be produced this fall in London, with James K. Hackett heading the cast.

THE LATEST volume in Carolyn Wells' Fleming Stone detective stories will soon be on the shelves of all up-and-coming bookshops, for the taste for mysteries and murders is rather prevalent. The new story is called "The Mystery of the Sycamore." Lippincott.

A NOVEL nature book for children is Alice Craig Edgerton's "Queen Nature's Fairy Helpers" which tells of Mist and Frost and Electricity and all the other natural phenomena as powerful fairies. It is illustrated by Mabel Betsey Hill. (Noble).

FEBRUARY is America month in the book-sellers' campaign, and a good book for patriotic citizens to read at this time is "Principles of American State Administration," by John Mabry Mathews. A new large printing of this volume is being made this week by the publishers, D. Appleton and Company.

ROBERT LANSING'S long awaited book on the Peace Conference and his break with Wilson is announced for publication on March 25th by Houghton Mifflin Company under the title, "The Peace Negotiations; A Personal Narrative."

THE SECOND volume of Ernest Oldmeadow's trilogy of which "Coggin" was the first, is announced by the Century Co. as a February 18th publication. Its title is "The Hare," and we are told that it is about Coggin, grown into a promising musician, on his *wanderjahr* about the Continent. It is said to have especial interest for musicians.

NICHOLAS L. BROWN announces for early publication a study of the "Life and Art of Paul Gauguin" by John Gould Fletcher, the well-known American art critic and poet. It not only shows his position and influence in modern art, but also clears up definitely many of the legends which have arisen in connection with the painter's amazing career in the South Seas. Ten reproductions in half-tone will be included in the volume.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

THE monthly meeting of the Women's National Book Association was held on January 20th at the Sunwise Turn Bookshop, New York. The speaker of the evening was Alexander Grosset, of Grosset & Dunlap, whose subject was "The National Association of Book Publishers."

Mr. Grosset spoke very informally, and at the start paid high tribute to the retailers' organization. "I have watched," he said, "the growth of the American Booksellers' Association with a great deal of interest, and it is marvelous to me what it has accomplished and what it is accomplishing. It has regulated a lot of defects, and I presume that was the object for which it was originally started. It is to-day full of the progressive spirit, and I think it is doing splendid constructive work. What it has accomplished at the last two conventions and by its letters to the trade is something of which the whole publishing and bookselling fraternity ought to be proud."

Mr. Grosset described the career of the old American Publishers' Association, which began its efforts to improve conditions in American book distribution in 1900, and which disbanded a dozen years afterward. A small group from this number later started the Publishers' Co-operative Bureau, which endeavored to give concrete help to the retailer in his bookselling problems. The present organization came into existence in July, 1920, after several months of discussion and preparation, the first idea being launched by Mr. Hoyns, of Harper & Brothers, who developed the discussion among his fellow publishers until a concrete plan that was acceptable could be brought forward.

Mr. Grosset pointed out that the Association had no intention of controlling in any way individual action among its members, either in their relations to authors or their relations to retailers, and that all subjects of price, either wholesale or retail, were kept absolutely out of the Association's sphere of action.

Among the activities of the Association that should interest retailers were its efforts to encourage general interest in books and book ownership, to study the problems of economic shipping and packing, to keep files of interest to the retailers, such as bookselling budgets, store interiors and exteriors, and to keep records of people who would like to develop new stores. Mr. Grosset paid high tribute to the advantage the Association has had in having Mr. Hiltman, of D. Appleton & Company, as its head thru the preliminary months.

"It has always seemed to me," he went on to say, "that we are engaged in a unique business—I was going to say profession—unique in this respect, that people needing the article can get it for nothing, if they do not choose to buy it. We have, therefore, a difficult business,

and the fact that so many books are sold and distributed over the country, despite such handicap, has always been a marvel and mystery to me."

Margaret Jackson, of the New York Library School, was present and invited all of the members to attend the series of meetings to be held at the New York Public Library, Forty-second Street and Fifth Avenue, in Room 213, on Thursday evenings during February, March and April, at 7:15 P. M., as previously announced in the PUBLISHERS' WEEKLY.

E. Miriam Lone, of Lathrop Colgate Harper, the old and rare book firm, was unanimously elected secretary to succeed Esther G. Ogden, who resigned owing to ill health.

New members are being enrolled at every meeting. Mrs. Ralph Wilson, of McDevitt-Wilson Co., brought four members of that organization: Hester Van Arsdale, Janet S. Denlinger, Mary C. Cummings and Martha Lazarus.

Another new member, with whom the book trade is acquainted, is Frances Mantel, of George Doran Company. Miss Mantel was formerly with the firms of Alfred Knopf and Doubleday, Page and Company, Garden City, N. Y.

The American Booksellers' Association will entertain the members of the Women's National Book Association on the evening of May 10th next at the Hotel Traymore, Atlantic City, while it is in convention. This entertainment will be in the form of a costume dance, not a masquerade, each lady being asked to dress as the title of a book. This will prove unique, as there is ample opportunity for designing many unusual costumes.

The annual dinner of the Women's National Book Association will be held at the Hotel Brevoort, Fifth Avenue and Eighth Street, on the evening of March 3rd. Tickets may be obtained from Belle Walker, care of *Bookseller and Stationer*, 156 Fifth Avenue, at \$3.50 each. There will be noted speakers, the entire program being announced later.

Dorothy E. Collins is in charge of the Beacon Press Bookshop, Boston, which has been opened as a book service for the American Unitarian Association, attractively housed in the beautiful old Angell residence, which was left to the Association a year ago. The shop offers what is called "a personal service on books, emphasizing careful selection and special attention to individual need."

Changes in Prices

THE MEDICI PRINTS

Life of S. Bernardino of Siena, by Paul Thureau-Dangin, from \$3.50 to \$4.00.
Dialogues of Saint Gregory, Surnamed the Great, from \$3.50 to \$4.00.

Communications

Another Shelfless Plan

Editor PUBLISHERS' WEEKLY:

Why don't people who buy books for entertainment and who do not want to keep them in their own libraries, do as one overseas traveler did? He inscribed the following right in the front:

*This book belongs to who may find it,
The former owner will not mind it.
Pass it along, just sign your name,
Request the next to do the same.*

On one of his trips abroad he found a book which he had left on the steamer on a previous trip, and there were twenty-three signatures in the book.

If people would do this, it would pass along some of the joys in life to others.

J. L. REED,
Manager, Grosset & Dunlap.

Postal Regulations

"The Mexican postal administration has notified the U. S. Postal Department that, after February 1, 1921, parcel-post packages received in Mexico from the United States which are not withdrawn from the mails by the addressee within a period of 10 days from the date upon which the first notice to withdraw is given will be subject to a storage charge of 5 centavos Mexican per day."

Youth and the Library

THE first of the New York Library series of open lectures on Book Selection will be held on Thursday, February 10th. Miss H. C. Ellis is to talk on "Youth and the Library." The book-trade is invited to attend this as well as later lectures of the course.

Take Notice! Ladies Night!!

THE February dinner of the Booksellers' League, New York, will be given at the Brevoort Hotel, 8th Street and Fifth Avenue, on Wednesday, the 16th inst. It is to be the annual "Ladies' Night," that prized opportunity for the fair ones to participate at least once a year in the revels of the men. There will be good food, good speaking and good dancing, and among the guests of honor will be Edna Ferber. Tickets for guests may be obtained of the Treasurer, Mr. Theodore E. Schulte, 80 Fourth Avenue.

The Poet Abroad in the Land

JESSIE Rittenhouse, in February, starts westward on her annual lecture tour. Miss Rittenhouse is an authority upon modern poetry, her pioneer book appearing in 1904, and she is equally aware of the poets and poetry of the past.

As Miss Rittenhouse goes west, Harriet Monroe, also a lover and bringer of poetry, starts east and south, on her usual and welcome lecture round. Miss Monroe thru her magazine work has kept in close touch with poets, present and past.

Edwin Markham, traveling in various states, has, in the last few months, given over a hundred readings from his own poems, together with talks on life and letters.

Personal Notes

DR. ALBERT HALE, author of "The South Americans," has joined the firm of Lockwood, Greene & Co., Engineers, and will represent them in South America. He has been Commercial Attaché at the American Embassy at Buenos Aires and elsewhere. He has had experience in Chile as intelligence officer with the United States Navy, and has been identified with business houses whose interests were centered in Central and South America. He is therefore well qualified to represent Lockwood, Greene & Co. on the South American continent.

RALPH T. HALE, manager of the American branch of the Medici Society of London, is at present abroad on business to the head office and returns shortly.

HARRY B. SMITH, of Thomas Nelson & Sons, who recently underwent a serious operation at St. Luke's Hospital, is now on the road to recovery. He is expected back at his work in the course of two weeks and plans to start on his usual trip to the Coast later in February.

MR. THOMSON, head of the American branch of Thomas Nelson and Sons, sails Saturday for England.

Business Notes

NEW YORK CITY.—The McGraw-Hill Co., Inc., has removed from 243 W. 39th Street to the Penn Terminal Building, 370 Seventh Ave.

WORCESTER, MASS.—The J. I. Williams Book Co. which was recently burnt out will start again at 24 Pearl Street in a much better store with a good second floor addition.

JOHN W. HILTMAN, head of D. Appleton & Co. and president of the National Association of Book Publishers, sails on Saturday for a short business trip to London and Paris.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.). *Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

Abernethy, Arthur Talmage

Twenty-five best sermons; with an introd. by Congressman William D. Upshaw. 367 p. D [c. '20] Cin., Standard Pub. Co., 9th St. cor. Cutter St. \$2 n.

Agg, Tansy Radford

The construction of roads and pavements; 2nd ed., rev. and enl. 10+463 p. il. diagrs. O c. '20 N. Y., McGraw-Hill \$4 n.

Ashburn, Percy Moreau

The elements of military hygiene; especially arranged for officers and men of the line; 3rd ed., rev. 12+377 p. D c. '20 Bost., Houghton Mifflin \$2.50 n.

Bacon, Charles William, and Morse, Franklyn Stanley

The American plan of government; the Constitution of the United States as interpreted by accepted authorities; with an introd. by George Gordon Battle; 3rd ed., rev., with new material. 21+493 p. (2 p. bibl.) O c. '20 N. Y., Putnam \$2.75 n.

Baker, Edna Dean

The beginners' book in religion. 271 p. front. pls. plans D (The Abingdon religious educ. texts, weekday school ser.) [c. '21] N. Y. and Cin., The Abingdon Press \$1.75 n.

Bible stories and games for little children.

Baldwin, May

Jean and the boys. 302 p. il. D Phil., Lippincott \$1.50

Spoilt Cynthia at school. 299 p. il. D Phil., Lippincott \$1.50

Adkins, W. S., and Bose, Emil i. e. Dietrich Albert Emil Wilhelm

The Weno and Pawpaw formations of the Texas Comanchean; [and] On a new ammonite fauna of the lower Turonian of Mexico. 257 p. map tabs. pls. Q (Bull. no. 1856; Bu. of economic geology and technology, Div. of economic geology) Austin, Tex., University of Texas pap.

California. Secretary of State

Direct primary law; with the official forms prepared by the Secretary of State and the Attorney General; together with annotations and analysis by Hon. C. C. Young, Lieut. Governor and author of the law. 102 p. tabs. forms O '20 Sacramento, Cal., Secretary of State pap.

California and the Japanese; a compilation of arguments advertised in newspapers by the American

Bancroft, Wilder Dwight

Applied colloid chemistry general theory. 345 p. il. O [c. '21] N. Y., McGraw-Hill \$3 n.

Bonbright, James C.

Railroad capitalization; a study of the principles of regulation of railroad securities. 206 p. (8½ p. bibl.) O (Studies in hist., economics and public law; v. 95, no. 1, whole no. 215) [c. '20] N. Y., Longmans, Green pap. \$2

Author is instructor in finance, Columbia University.

Bunting, R. B.

From nature's product to textile fabrics; processes employed in transforming fibers into finished materials; Color knowledge gives salesperson open sesame to more business by L. K. Grable; reprinted from the *Dry Goods Economist*, April 3, 1920. 28 p. il. diagrs. tabs. Q N. Y., The Dry Goods Economist, 239 W. 39th St. pap. 75 c.

Burr, Jane, pseud. [Rosalind Mae Guggenheim Punch]

The passionate spectator. 197 p. D [c. '21] N. Y., T. Seltzer \$1.90 n.

A story of American life of today.

Burton, Alexander

After dinner speeches; how to make them. 158 p. D c. N. Y., E. J. Clode, 156 Fifth Ave. \$1.25 n.

Partial contents: Simplicity; Wit and humor; An historical address; Toasts and sentiments.

Committee of Justice in opposition to the Alien land law; together with the Memorial addressed to Congress by the said committee; [originally published under title Arguments against the California Alien land law; reprinted with permission by the Japanese Assn. of America.] 16 p. O '20 Oakland, Cal., The American Committee of Justice, 1904 Adeline St. pap. apply

Bitting, Mrs. Katherine Golden

The effects of certain agents on the development of some moulds; [a technical study upon the physiological effect of spices and some other agents upon moulds.] 54 p. (1 p. bibl.) O '20 Chic., Glass Container Assn. of America pap. gratis

The Olive; [a monograph prepared especially for Domestic science teachers.] 51 p. (1½ p. bibl.) pls. tabs. S [c. '20] Chic., Glass Container Assn. of America, 3344 Michigan Ave. pap. gratis

Buzza, G. Kessen, and Hurt, E. E.

La langue française; grammaire à l'usage des classes moyennes et supérieures. 246 p. D N. Y., Dutton \$1.50 n.

A grammar written entirely in French.

Carr, Kent

Shaping of Jephson's. 383 p. il. D Phil., Lippincott \$1.50

Chatterton, Edward Keble

The marvels of the ship. 259 p. il. D Phil., Lippincott \$1.75

Chesterton, Gilbert Keith

The new Jerusalem. 10+307 p. O [c. '21] N. Y., Doran \$3 n.

Partial contents: The way of the cities; The way of the desert; The philosophy of sight-seeing; The streets of the city; The battle with the dragon; The problem of Zionism.

Clapham, Richard

Foxhunting on the Lakeland Fells; with an introd. by the Right Hon. J. W. Lowther. 16+113 p. front. (por.) pls. O N. Y., Longmans, Green \$4.25 n.

The story of foxhunting in Cumberland and Westmorland, England.

Clark, Arthur Bridgman

Art principles in house, furniture, and village building; an exposition of designing principles which every house builder, furniture user, and village dweller should know. 128 p. pls. diagrs. plans (part fold. in pocket) maps O c. Stanford University, Cal., Stanford Univ. Press bds. \$3

A book of exteriors and interiors.

Conklin, George

The ways of the circus; being the memories and adventures of George Conklin, tamer of lions; set down by Harvey W. Root; with a foreword by Don C. Seitz. 13+308 p. front. (por.) pls. D [c. '21] N. Y., Harper \$2.25 n.

The autobiography of an old circus man, who followed the show from its caravan days to the present Pullman-car mode of traveling.

Curle, J. H.

This world of ours. 313 p. O [c. '21] N. Y., Doran \$2.50 n.

The story of the travels and impressions of a mining engineer in 38 countries.

De Fremery, Edna

The greater mystery; with front. [in col.] by the author. [A novel.] 207 p. D c. '20 San Francisco, Cal., The Sunset Pub. House, 460 4th St. \$2 n.

Delbridge, Charles Lomax

Delbridge pocket size 4½ per cent interest

Blake, Mrs. Katherine Alexander Duer [Mrs. Joseph Augustus Blake]

Some letters written to Maude Gray and Marian Wickes; 1917-1918, by Katherine Blake. 3+202 p. D c. '20 N. Y. [Author], Tarrytown priv. pr. Boston, First National Bank, comp.

Markets of the world; a series of economic maps and statistical abstracts of the principal countries of the world. 21 p. tabs. maps (part col.) Q [c. '20] Bost., First National Bank pap.

book and with time maturity table. 2+79 p. O [c. '20] St. Louis, Mo., The Delbridge Co., 206 Walnut St. \$2.50

Dewsnap, William

Country and suburban houses; a collection of exterior and interior sketches; with floor plans for houses in the colonial, artistic, half-timber, stucco cement and other styles of architecture; also interior suggestions, general specifications and information to home builders. 9th ed. 56 p. il. pls. plans O [c. '20] N. Y. [Author], 334 5th Ave. pap. \$3 n.

Diemer, Hugo

Factory organization and administration. 3rd ed. rev. and enl. 398 p. il. O [c. '10-'21] N. Y., McGraw-Hill \$4 n.

Ditchett, S. H.

Historic costumes; their influence on modern fashions; reprinted from the *Dry Goods Economist* of April 3, 1920. 20 p. il. pls. Q N. Y., The Dry Goods Economist pap. 50 c.

Dowson, Joseph Emerson, and Larter, Alfred Tabois

Producer gas. 4th ed. 18+361 p. tabs. il. diagrs. O N. Y., Longmans, Green \$7.50 n.

Dudley, A. M.

Connecting induction motors. 252 p. il. diagrs. O [c. '21] N. Y., McGraw-Hill \$2.50 n.

Ealand, Charles Aubrey

Animal ingenuity of today. 313 p. il. O (Today ser.) Phil., Lippincott \$2.25

Eaves, Lucile

Training for store service; the vocational experiences and training of juvenile employees of retail department, dry goods and clothing stores in Boston; report of investigations made in the Research Dept. of the Women's Educational and Industrial Union. 149 p. (6½ p. bibl.) O [c. '20] Bost., Badger \$2 n.

Partial contents: Stores as places of employment; Personal qualifications of juvenile store employees; Shifting of young store workers; Statistical data showing conditions of employment of juvenile store workers in Boston.

Edgerton, Alice Craig

Queen Nature's fairy helpers. 120 p. front. il. D [c. '21] N. Y., Lloyd Adams Noble, 31 W. 15th St. \$1 n.

A reader containing nine stories.

Casey, Phyllis A., comp.

Stories of the constellations; a list of books. 8 p. O '20 St. Louis, Mo., St. Louis Public Library pap.

Deffenbaugh, Walter Sylvanus

Schools in the bituminous coal regions of the Appalachian Mountains. 29 p. pls. tabs. O (Dept. of the Interior. Bu. of Education. bull., 1920, no. 21) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Empey, Arthur Guy

The madonna of the hills; a story of a New York cabaret girl. 403 p. D [c. '21] N. Y., Harper \$2 n.

The story of a splendid man's love and a woman's redemption.

Fosdick, Harry Emerson

The meaning of service. 236 p. S c. '20 N. Y., Assn. Press \$1.25

Francis, Francis

A book on angling; introd. by Herbert Maxwell. 364 p. col. front. il. O Phil., Lippincott \$4.50

Galland, William Herbert

The proper feeding of infants. 296 p. front. il. pls. D (The parent's library) c. '20 Chic., F. J. Drake & Co., 1006 Michigan Ave. \$1.50 n.

Gibbs, George Fort

The vagrant duke. 5+370 p. front. D c. N. Y., Appleton \$2 n.

The adventures of a Grand Duke who fled from Red Russia to America, where he turns aside an opportunity to make his way easily thru crime and dishonest dealings, and takes the clean, tho difficult path to success.

Gleaves, Albert

A history of the Transport Service; adventures and experiences of United States Transports and cruisers in the World War. 18+284 p. front. (por.) pls. diagrs. tabs. [c. '21] N. Y., Doran \$6 n.

The story of the methods of sending our troops to France, as told by Vice-Admiral Gleaves, Commander of Convoy operations in the Atlantic, 1917-1918.

Goucher College. Student Organization

Goucher college songs. 87 p. il. O [c. '20] Balt., Goucher College \$1.75

Grant, Frederick C.

The life and times of Jesus. 222 p. front. (col. map) pls. D (The Abingdon religious educ. texts, weekday school ser.) [c. '21] N. Y. and Cin., The Abingdon Press \$1.25 n.

The story of Jesus and the Holy Land told for children from 12 to 15 years.

Graves, Joseph Waddington

The renaissance of Korea; [foreword by Harlan P. Beach] 74 p. front. (por.) pls. D Phil., Philip Jaisohn & Co., 1524 Chestnut St. bds. \$1.35

A study of the Korean situation from the historical and economic standpoints.

Gleason, Arthur Huntington

Workers' education; American and foreign experiments. 62 p. (4 p. bibl.) O [c. '21] N. Y., Bureau of Industrial Research, 289 4th Ave. pap. 50 c.

Greve, Frederick W., and Stanley, W. E.

Coefficients of discharge of sewage-sprinkler nozzles. 28 p. tabs. charts il. plans pls. O (Bull. no. 3, Engineering Experiment Station) Lafayette, Ind., Purdue University pap.

Holley, Charles Elmer

Mental tests for school use. 91 p. tabs. O (Bu. of Educ. Research bull. 4) '21 c. '20 Urbana, Ill.,

Guernsey, Irwin Scofield, comp.

A reference history of the world war; with a preface by Frank Moore Colby. 392 p. (234 p. bibl.) pls. pors. maps (part col.) O [c. '20] N. Y., Dodd, Mead \$6 n.

A complete history of the war in one volume.

Hamilton, Frederic Spencer, Lord

The days before yesterday. 7+341 p. front. (por.) O N. Y., Doran \$4 n.

Reminiscences in which appear intimate sketches of Gladstone, Disraeli, Mrs. Langtry, Queen Alexandra and others of their time.

Hammond, John Lawrence Le Breton, and Hammond, Barbara Bradby [Mrs. John Lawrence Le Breton Hammond]

The town labourer; 1760-1832; a new civilisation. 342 p. (234 p. bibl.) O N. Y., Longmans, Green \$2.25 n.

Hansen, Marcus L.

Welfare campaigns in Iowa. 15+320 p. (41 p. notes and bibl.) D (Chronicles of the World War) Iowa City, Ia., State Hist. Society of Iowa \$2 n.

An account of the campaigns in Iowa for the raising of funds to support the Y. M. C. A., Knights of Columbus, Y. W. C. A., Jewish Welfare Board, Salvation Army and other movements during the war.

Heifetz, Elias

The slaughter of the Jews in Ukrania in 1919. 408 p. [c. '21] N. Y., Seltzer \$2 n.

A record based on material gathered by the delegates of the All-Ukrainian Relief Committee for the Victims of Pogroms, of which the author was chairman.

Hood, Basil

St. George of England. 186 p. col. il. D Phil., Lippincott \$1.50

Houdini, Harry

Miracle mongers and their methods; a complete exposé of the modus operandi of fire eaters, heat resisters, poison eaters, venomous reptile defiers, sword swallowers, human ostriches, strong men, etc. 11+340 p. D [c. '20] N. Y., Dutton \$3 n.

A history of charlatans and charlatanism.

Jackson, Henry Ezekiel, ed.

What America means to me; a book of the people, by the people, for the people; designed for their use in preparing themselves for the practice of citizenship; this book's purpose is to promote the Citizenship club movement. 17+236 p. col. front. pls. (part col.) coats of arms D c. '20 Wash., D. C., National Community Bd. \$1 n.

Univ. of Illinois pap. 50 c. n.

Illinois. Secretary of State

Official list of state officials of Illinois; clerks of Appellate courts; members of the 6th Congress and the 52nd General assembly; trustees of East Side Levee and Sanitary district; vote on banking law; Dec. 1, 1920; comp. by Louis L. Emmerson, secretary of state; printed by authority of the state of Illinois. 20 p. T Springfield, Ill., Office of the Sec'y of State, Index Dept. pap.

Investors and traders guide. 3rd ed. 64 p. D [c. '20] N. Y., Jones & Baker, 50 Broad St. bds. apply

Jellicoe, John Rushworth Jellicoe, 1st Viscount

The crisis of the naval war. 12+331 p. front. tabs. pls. diagrs. O N. Y., Doran \$7.50 n.

A sequel to the former volume "The Grand Fleet, 1914-1916," in which Admiral Jellicoe describes the work accomplished by the British in combating the unrestricted submarine warfare as carried on by Germany and Austria in February, 1917. There is also a chapter on the entry of the United States into the war.

Kearney, Paul William

Business letters made easy; a brief but comprehensive study of the principles which naturally simplify the art of handling the day's mail. 191 p. D (Made easy ser.) [c. '20] N. Y., Clode \$1.25 n.

Partial contents: Talking on paper; The *You* attitude; The mechanical details; Some practical samples of letters.

Kilduff, Edward Jones

The stenographer's manual. 171 p. forms S c. N. Y., Harper \$1.30 n.

Advice as to department and suggestions for typing, spelling, punctuation and dictation.

Kirtley, James Samuel, D.D.

You and your church. 172 p. D [c. '20] Phil., The Judson Press bds. \$1.25

Contents: A church member; What you found in the Church; Your part.

Langland, James, ed.

The Chicago *Daily News* almanac and year book, 1921. 1024 p. il. O '20 c. '21 Chic., Chicago Daily News, 15 N. Wells St. 60 c. n.

Lawrence, David Herbert

The lost girl. 378 p. D c. N. Y., T. Selzer \$2 n.

A novel in which old maids are discussed.

Lee, Ida [Mrs. Charles Bruce Marriott]

Captain Bligh's second voyage to the South Sea. 19+290 p. front. (por.) maps il. O N. Y., Longmans, Green \$4.25 n.

A record of Capt. Bligh's voyage taken from his log-books which were written in 1791-93.

Lemos, Pedro Joseph

Applied art, drawing, painting, design and handicraft; arranged for self instruction of teachers, parents, and students. 7+379 p. il. col. pls. O c. '20 Mountain View, Cal., Pacific Press Pub. Assn. \$6 n.

Koch, Frederick Henry, and Lay, Elizabeth A., comps.

Plays for amateurs; [A bibliography] 67 p. O (Extension ser. no. 36. Community drama service) Chapel Hill, N. C., University of North Carolina pap. 25 c.

Kroeber, Alfred L.

California culture provinces. various paging tabs. maps Q (American Archaeology and Ethnology, v. 17, no. 2) Berkeley, Cal., Univ. of California Press pap. 25 c.

Leavitt, Robert G.

Health training for teachers; the role of Normal and Training schools in the Advancement of health education; prepared for the Bu. of Education by the Child Health Organization of America. 15 p. O (Dept. of the Interior, Bu. of Education) Wash.,

Lewis, William Cudmore McCullagh

A system of physical chemistry; in 3 v.; v. 2, Thermodynamics; 3rd ed. 454 p. diagrs. O (Text-books of physical chemistry) N. Y., Longmans, Green \$5 n.

Lynn, Escott

For name and nation. 400 p. col. il. D Phil., Lippincott \$1.75

Lyons, Vyvyan Ashleigh

Wages and empire. 96 p. tabs. D N. Y., Longmans, Green bds. \$1.75 n.

A study of economics in Great Britain.

McCarthy, George T.

The greater love. 161 p. front. (por.) D [c. '20] Chic., The Extension Press, 180 N. Wabash Ave. \$1.50 n.

Experiences with the A. E. F. of the Senior Chaplain of the Seventh Division.

Madan, Flaconer

Books in manuscript; a short introd. to their study and use; 2nd ed., rev. 15+208 p. (8½ p. bibl.) front. pls. facsms. D N. Y., Dutton \$2.25 n.

Major, Clara Tree

How to develop your speaking voice. 156 p. D (How to develop ser.) [c. '21] N. Y., Clode \$1.25 n.

Partial contents: Sound, how it is produced and how modified into speech; Development of deep breathing; The resonators; Emotional interpretation; Some common faults and their correction.

Mansfield, Katherine

Bliss; and other stories. 279 p. D N. Y., Knopf \$2.50 n.

Fourteen short stories.

Marshall, Edison

The strength of the pines; with a front. by W. Herbert Dunton. 308 p. D c. Bost., Little, Brown \$1.90 n.

Story of life in the Oregon mountains.

Menzies, Lucy

Saint Columba of Iona; a study of his life, his times, and his influence. 32+231 p. (3¾ p. bibl.) front. D N. Y., Dutton \$2.50 n.

Partial contents: Early foundations in Ireland: the miracles; The battle of Culdreimhne; The Monastic settlement at Iona; Among the western isles; Lindisfarne: the cradle of English Christianity.

D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.**Lloyd, E. Russell**

Petroleum in 1918; Mineral resources of the U. S., 1918, pt. 2. various paging tabs. (part fold.) charts O (Dept. of the Interior, U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Madison, James

The debates in the federal convention of 1787 which framed the Constitution of the United States of America; reported by James Madison; ed. by Gaillard Hunt and James Brown Scott. 97+731 p. O (Carnegie endowment for international peace) N. Y., Oxford Univ. Press \$4
Corrected entry. Entered Jan. 8th as being published by Carnegie Endowment.

Molinari, Ettore

Treatise on general and industrial organic chemistry; pt. 1; tr. from the 3rd rev. and enl. Italian ed. by Thomas H. Pope. 15+456 p. O Phil., Blakiston \$8.

Moncrieff, Charles Scott

The song of Roland; done into English, in the original measure; with an introd. by G. K. Chesterton; and a note on technique by George Saintsbury. 22+131 p. O N. Y., Dutton bds. \$3.50 n.

Nairne, Alexander, D.D.

The faith of the Old Testament. 226 p. D N. Y., Longmans, Green \$2 n.

Partial contents: The early Prophets; The wisdom books; The Apocrypha and Daniel; The Psalter.

Nearing, Scott

The American empire. 266 p. D c. N. Y., The Rand School of Social Science, pap. 50 c.; \$1

A discussion of American politics and economics.

Neil, C. Edmund

Sources of effectiveness in public speaking; psychological principles practically used in developing ability to speak. 18+599 p. D [c. '20] N. Y., Hinds, Hayden & Eldredge, 11 Union Sq. \$2.50

Noyes, Arthur Amos, and Sherrill, Miles Standish

A course of instruction in chemical principles; a text-book of theoretical and physical chemistry; printed in preliminary form for the classes of the Massachusetts Institute of Technology. 202 p. diags. O c. '20 Cambridge, Mass., Massachusetts Inst. of Technology \$3.50 n.

O'Brien, Edward Joseph Harrington [Arthur Middleton, pseud.], ed.

The best short stories of 1920; and the year-book of the American short stories. 20+500 p. (10¼ p. bibl.) D [c. '21] Bost., Small, Maynard \$2 n.

The sixth volume of this series, containing stories by Americans. The Yearbook contains among other things an index to short stories published in American magazines, Oct., 1919 to Sept., 1920; The Roll of Honor of foreign short stories in American magazines; Articles on short stories; an index.

Owen, William Otway, ed.

The Medical department of the United

States army during the period of the revolution [1776-1786]. 226 p. front. pors. D c. '20 N. Y., Paul B. Hoeber, 69 E. 59th St. \$3 n.

Oxenham, Elsie Jeanette

The schools of ups and downs. 327 p. il. D Phil., Lippincott \$1.50

Park, Robert E., and Miller, Herbert A.

Old world traits transplanted. 307 p. front. (map) col. plan chart maps (Americanization studies) c. N. Y., Harper \$2.50 n.

Partial contents: Immigrant heritages; Immigrant demoralization; Immigrant types. Types of community influence; Reconciliation of the heritages.

Petersen, Gerlac

The divine soliloquies of Gerlac Petersen, canon regular of Deventer; tr. from the Latin by Monialis. 18+106 p. S N. Y., Longmans, Green \$1.40 n.

A translation of a mystical treatise written by a Canon Regular of the Monastery of Windesheim, who died in 1411 A.D.

Rees, J. F.

A social and industrial history of England, 1815-1918. 8+197 p. (3½ p. bibl.) D N. Y., Dutton \$2 n.

Author is lecturer on economic history, University of Edinburgh.

Rickards, Rev. Clifford

A prison chaplain on Dartmoor. 248 p. front. D N. Y., Longmans, Green \$2.50 n.

Reminiscences of 25 years spent as chaplain on Dartmoor.

Rudolf, Robert de Montjoie

Tookay and Alice Mary tales. 191 p. col. il. D Phil., Lippincott \$1.50

Sarkar, Jadunath

Economics of British India; 4th ed., enl. and rewritten. 8+376 p. D N. Y., Longmans, Green \$2.75 n.

History of Aurangzib; based on original sources; 4 v.; v. 1, Reign of Shah Jahan; v. 2, War of Succession; v. 3, Northern India, 1658-1681; v. 4, Southern India, 1646-1689. various paging (17 p. bibl., contained in v. 2) D N. Y., Longmans, Green ea. \$3 n.

Shivaji and his times; 2nd ed., rev. and enl. 459 p. (10 p. bibl.) front. (por.) D N. Y., Longmans, Green \$3.50 n.

Studies in Mughal India; being historical essays; 2nd ed.; with 12 new essays added. 313 p. D N. Y., Longmans, Green \$1.75 n.

Montana. Dept. of Public Instruction

Complete course of study for rural and city schools of Montana, 1920; prepared by the Dept. of Public Instruction, Helena. 2 v. 400 p. O Helena, Mont., Independent Pub. Co. pap. ea. \$1

National Assn. of Directors of Girls' Camps

Swimming and life saving standards for summer camps; as prepared by Swimming committee of the National Assn. of Directors of Girls' Camps; adopted by National Assn. of Directors of Girls' Camps and Camp Directors' Assn. of America. 8 p. O [c. '20] Newark, N. J., New Jersey Law School Press, 33 E. Park St. pap. 75 c. n.

New Departure M'fg. Co.

Tractor manual; the horse vs. the tractor of the farm; comparative cost data; various types of tractors compared; New departure ball bearings and their advantages in tractors of all types; helpful

hints for the farmer, dealer, designer. 62 p. il. O [c. '20] Bristol, Conn., The New Departure M'fg. Co., Engineering Service Dept. gratis

New York State Dept. of Labor

Annual report of the Industrial commission; for the twelve months ended June 30, 1919. 330 p. tabs. O (Legislative doc. no. 110) '20 Albany, N. Y., State Dept. of Labor apply

Pennsylvania. Laws, statutes, etc.

A compilation of the laws relating to counties and county officers; by S. Edward Hannestad, comp. 762 p. O (Bull. no. 20) Harrisburg, Pa., Legislative Reference Bureau apply

San Francisco Museum of Art

Catalogue of the loan exhibition of paintings by old masters, in the Palace of Fine Arts; by J. Nilson Laurvik, director. 48+69 p. (6 p. bibl.) pls. pors. O '20 San Francisco, Cal., The Museum \$1

Saunders, Phyllis

Within the magic gateway. 191 p. col. il. D Phil., Lippincott \$1.50

Schneider, Albert

The microanalysis of powdered vegetable drugs; 2nd ed. 12+548 p. O [c. '02-'21] Phil., Blakiston \$5

Scott-Hopper, Queenie

Pull the bobbin; [juvenile verse]. 128 p. col. il. D Phil., Lippincott \$1.50

Under Sevenshield's castle. 190 p. col. il. D c. '20 Phil., Lippincott \$1.50

Seymour, George Steele

Adventures with books and autographs; a book of essays on autographs and kindred subjects; embellished with 8 facsm. inscriptions. 84 p. O (The Bookfellows' ser. v. 2) c. '20 Chic., The Bookfellows bds. \$1.75 [400 copies]

Smith, Edgar Fahs

Priestley in America, 1794-1804. 173 p. D [c. '20] Phil., Blakiston \$1.50 n.

The life of one of America's early chemists.

Stead, Richard

Daring deeds by great mountaineers. 259 p. il. O (Daring deeds library) Phil., Lippincott \$1.75

Stern, G. B. [Mrs. Geoffrey Lisle Holdsworth]

Debatable ground. 402 p. D c. N. Y., Knopf \$2.50 n.

A novel which was published in England under the title "Children of No Man's Land."

Stillwell, Leander

The story of a common soldier; of army life in the Civil War, 1861-1865. 2nd ed. 278 p. front. (por.) pors. D c. '20 Erie, Kas., [Author] \$1.50

Scott, James Brown

The United States of America; a study in international organization. 19+605 p. O (Carnegie Endowment for International Peace) N. Y., Oxford Univ. Press \$3 n.

Corrected entry. Entered Jan. 15th as published by Carnegie Endowment.

Sterling, George

Rosamund; a dramatic poem. 120 p. O c. '20 San Francisco, Cal., A. M. Robertson, 222 Stockton St. \$1.50 [500 copies]

Stone, Ralph Walter

Gypsum deposits of the United States. 326 p. (8 p. bibl.) pls. tabs. maps (part fold. and part col.) charts diagrs. (Dept. of the Interior, U. S. Geological Survey, bull. 697) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

U. S. General Staff. War Plans Division. Historical Branch

Economic mobilization of the United States for the war of 1917; a preliminary memorandum prepared at the request of the Central Bu. of Planning and Statistics by the Economic Mobilization Section. 16 p. O (Historical outlook; war reprints, no. 9) Phil., McKinley Pub. Co., 1621 Ranstead St. pap. 20 c. n.

U. S. Geological Survey

Surface water supply of the United States, 1917;

Tadlock, James Marion

Studies on modernizing English spelling; an inquiry into the nature, laws, and customs of English representation; and a scientific readjustment of its outward forms to agree with modern pronunciation. 50 p. S c. '20 Olympia, Wash., [Author], 503 Columbia St. pap. 50 c. n.

A series of seven studies on simplified spelling.

Thompson, Wallace

The people of Mexico; who they are and how they live. 11+427 p. O [c. '21] N. Y., Harper \$2.50 n.

A study of the three classes of people in Mexico, the white, the half-breed and the Indian. Author was correspondent for the *Mexican Herald* and *Modern Mexico*.

Valley (The) of vision; with a preface by the Bishop of Edinburgh. 10+76 p. S N. Y., Dutton \$1.50 n.

Essays on the Holy Sacraments of the Protestant Episcopal Church.

Vaughan, Rev. John

The music of wild flowers. 181 p. D N. Y., Dutton bds. \$3 n.

Botanical papers which first appeared in *The Outlook*, *The Saturday Review*, *The Quarterly Review*, *The Spectator* and other magazines.

Webb, Sidney

Grants in aid; a criticism and a proposal; new ed., rev. and enl. 8+145 p. (19½ p. bibl.) O N. Y., Longmans, Green \$2.75 n.

Webb, Sidney, and Webb, Beatrice Potter [Mrs. Sidney Webb]

Problems of modern industry; new ed. 32+286 p. tabs. O N. Y., Longmans, Green \$2.75 n.

Wells, Herbert George

Russia in the shadows. 8+179 p. front. pls. D [c. '21] N. Y., Doran \$1.50 n.

Partial contents: Petersburg in collapse; The quintessence of Bolshevism; The dreamer in the Kremlin, [Lenin.]

pt. 2, South Atlantic slope and Eastern Gulf of Mexico basins. 64+28 p. (13¼ p. bibl.) tabs. pls. O (Dept. of the Interior, Water-supply paper 452) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Vanderlip, Frank Arthur, and Williams, John H.

The future of our foreign trade; a study of our international balance in 1919. 44 p. O c. '20 N. Y., F. A. Vanderlip, 111 B'way pap. priv. pr.

Wall, Alexander J., comp.

A list of New York almanacs, 1694-1850. [A bibliography] 122 p. Q N. Y., New York (City) Public Library pap. \$1 n.

War Department. U. S. Army

Report of the Chief of Engineers, U. S. Army to the Secretary of War, 1920. 2088+43 p. tabs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

White, James William, and others

White and Martin's genito-urinary surgery and venereal diseases. 12th ed., rev. 15+028 p. col. front. il. pls. (part fold.) O c. '20 Phil., Lippincott \$8.50

Wright, Ruth M., and Hall, Eve S. W., comps.

Boys' books; grown up boys say these are the kinds of books they wanted when they were boys. [A bibliography, comp. for the McClelland Boys' Club, of Newark, N. J.] 8 p. D Newark, N. J., Newark Public Library pap. apply

The Publishers' Weekly

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Reference Catalog of Current Literature 1920

This important bibliography of British publications after numerous delays, has arrived in New York. The many subscribers for sets will receive them as promptly as possible. After these orders have been completed the remaining sets will be offered at \$12.00. The set comprises two volumes of publishers' catalogs and a separate Index Volume which is an up-to-date guide to English books in print.

This is the first issue of the catalog since 1913, and it will probably be four years or more before another is issued. If your order is not in, send it at once.

February 5, 1921.

The Publishers' Weekly

Rare Books, Autographs and Prints

A BILL has been introduced into the legislature of Massachusetts to make Lake Walden a public reservation in memory of Thoreau.

The library of Prof. Edward Courtlandt Bolles containing many rare editions of various periods of English literature has been bought by the trustees of Tufts College and presented to the Eton Memorial Library.

The uncertainty that immediately followed the last sales before the holidays has passed away. It is apparent now that there is a good demand at reasonable prices for all the desirable books that are likely to come into the auction room this season.

A "Portfolio of Original Etched Bookplates," by Ralph M. Pearson, published by Alfred Fowler, of Kansas City, Mo., comprises twelve autographed Japanese vellum proofs from original etched bookplates, the proofs having been made and signed at the artist's studio at Rancho de Taos, New Mexico. The plates have been carefully selected to represent all phases of Mr. Pearson's work prior to 1920.

The Heartman Auction Co., Inc., of Rutland, Vt., will sell another collection of Americana, on February 15, containing many rarities, among which are rare Almanacs printed in Maine, the first almanac printed in Vermont, 1784, an unusual collection of tracts relating to the American Revolution, items relating to the early West, Lincolniana, a number of rare broadsides and other miscellaneous material.

The thirty-seventh annual meeting of the Grolier Club has been marked by the opening of an exhibition of the etchings of Mary Cassatt. The collection is strikingly comprehensive; the prints shown are beautiful impressions, often in several states, some of which are rare. These works are displayed in the main gallery. In the print room there is a collection of etchings by Charles H. Woodbury.

The sensational discovery in Baltimore of "forty water colors, two pen drawings and thirty-five etchings by Whistler," reported in the newspapers, turns out to have been a gross exaggeration, according to Joseph Pennell, who says that the collection contains one solitary water color he did not remember to have seen. Apparently the newspaper reporter who prepared the article was more interested in making a sensation than in giving trustworthy information.

In his annual report just published, Archibald C. Coolidge, director of the Harvard University Library, says that the institution has "tried to make the best use of opportunities and has ordered large numbers of foreign works at prevailing prices. . . . It has been possible, the report continues, to buy books in

Austria, Germany, Italy, France, and even in England at a figure undreamed of before." Today the cost of cataloging a German book is frequently four or five times the price that was paid it.

On December 2, the 300th anniversary of the publication of the first English newspaper was celebrated by the British press. In 1620 the Thirty-years War brought corantos or newspaper-pamphlets from Amsterdam into England. Next year they were printed in London; the idea of giving foreign news gave birth to the English newspaper. The next innovation came twenty years later in the reporting of Parliamentary proceedings. The Great Plague, which drove the Court from London to Oxford in 1665, resulted in what shortly became the *London Gazette*, the venerable parent of the existing periodical press.

Gardner Teall has written and Alfred Fowler, of Kansas City, Mo., has published a work on the "Bookplates of Sidney L. Smith," consisting of an appreciative exposition of the artist's talents and an up-to-date check list now numbering 167 plates, arranged chronologically and numbered by the artist. Two original copperplate etchings appear as illustrations. "Among American masters of line engraving," says Mr. Teall, "Sidney L. Smith occupies a conspicuous place. The present century has not found united in the work of a single engraver more varied qualities of excellence than found in the achievements of this artist. In his work, whether it be portraiture, landscape, architecture, allegory, heraldic design, or lettering, one does not find a dull line, or insipid conception, inadequate technique, or a touch of the commonplace."

The sale of the private library of George W. Thompson, of this city, at the American Art Galleries, January 25, was one of the most remarkable of the season. The attendance was large, competition was unusually spirited, and books were frequently bought with little regard or apparent knowledge of their ordinary market value. The library consisted mainly of sets of modern authors in standard editions, in fresh and attractive morocco bindings, and lots frequently brought from two to four times what they could have been sold for in any bookstore in this city. For instance, 99 volumes of the Bohn library, mainly of the classics, in half leather, brought \$590, or almost \$6 a volume. Dent's edition of Balzac, 40 volumes, half morocco, \$280; Routledge's edition of Lord Lytton, 32 volumes, half morocco, \$210. Fairy tales in half bindings brought from \$5 to \$15 a volume. And these only illustrate the general trend of the sale; there were practically no low prices. The buyers were largely such as frequent the furniture and picture sales, and everything seemed rare and beautiful to them. Evidently there is a demand for fair library editions in at-

tractive leather bindings that is not being supplied by the bookstores. The difficult part of the problem is to get these buyers into the bookstores in a buying mood and to give the stock the right setting. These new and attractive leather bindings, with the customary skilful display, furnished just the attraction needed to arouse interest and lively competition.

The second and final part of the library of Herman Le Roy Edgar, of Dobbs Ferry, N. Y., consisting of rare Americana, was sold on January 24 and 25 at the Anderson Galleries. The two parts contained only 696 lots, but they brought the astonishing total of \$128,668.75, or \$184.86 a lot. This library ranks closely in value to the Brinley and De Puy libraries which were the most valuable collections of Americana ever sold in this country. The highest price of this part was \$3,800, paid by Dr. Rosenbach for Mourt's "Relation or Journal of the beginning and proceedings of the English Plantation settled at Plimoth in New England," printed in London in 1622, the first book printed on the Plymouth Colony. The leading rare book dealers were well represented and buying was well distributed. A few of the more important items and the prices which they brought were the following: Le Clerq's "Premier Etablissement de la Foy dans le Nouvelle France, Contenant la publication de l'Evangile, l'Histoire des Colonies Francoises," etc., Paris, 1691, rare first edition, brought \$1,800; Mason's "History of the Pequot War," Boston, 1736, first edition, \$2,025; Morton's "New England Memoriall," 1669, first historical book printed in English in America, \$1,580; Penhallow's "History of the Wars of New England," 1726, first edition, \$500; Rous's "New England a Degenerate Plant," 1659, first edition from the Huth collection, \$900; Captain John Smith's "Generall Historie of Virginia," 1624-25, \$2,410; Thomas's "Historical and Geographical Account of the Province and Country of Pennsylvania," 1698, \$735; Vincent's "A True Relation of the Late Battel fought in New England with the Pequet Salvages," 1638, \$1,200; William's "Virginia," 1650, rare with map, \$775; Winslow's "Hypocrasie Unmasked," 1646, \$2,000 F. M. H.

Auction Calendar

Tuesday evening, February 15th, at 1:45 o'clock.
An interesting collection, containing many great rarities. (No. 114; Items 242.) Heartman Auction Co., Inc., 31½ Merchants' Row, Rutland, Vt.

Catalogs Received

Choix De Livres De Droit, De Jurisprudence Et De Legislation. (No. 461; Items 941.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.
Geographie, Ethnographie, Histoire locale des cinq parties du monde. (No. 460; Items 873.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.

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Maryland Historical Magazine, vol. 7, no. 4 and after.

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Cambridge, Commentary on New Testament.

Boccaccio, DeCameron, Morley's Library.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Orchard's Baptist History.

Complete set Biblical Illustrator, by Excell.

American Sunday-School Union, 1816 Chestnut St., Philadelphia

Story of Cawnpore, Capt. Mowbray Thomson.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Col.

A History of the Warfare of Science with Theology, Adrew D. White, pub. Appleton & Co., 1896, 2 vols.

St. James or Beacon ed. of Eliot.

D. Appleton & Co., 29 W. 35th St., New York

Rarahu, Pierre Loti.

Barr Book Shop, 24 W. Orange St., Lancaster, Pa.

Williamson, Quaker Partisans.

Huber, Historical Sketch of Wentz's German Reformed Church, Worcester Twp., Montgomery Co., Pa.

Bercovici, Crimes of Charity.

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Lovett, History of Indian Naturalist Movement.

Huston, History of Huston Family.

N. J. Bartlett & Co., 37 Cornhill, Boston

Barnum's Autobiog., pub. Redlands Co., 1855.

Duchess Amelia, Barrett, Wendall.

Berlioz, Memoirs.

Zend Avesta, Fechner, 2d ed., 1901.

Materialism and Mod. Physiol. of the Nervous System, Hudson.

After Death, What? Lombroso.

A. A. Beauchamp, 603 Boylston St., Boston

McCracken, Rise of Swiss Republic.

McCracken, Romance of Teutonic Switzerland.

Hasting's Dictionary Apostolic Christianity.

Meehan, Suit in Equity.

Patriotic Nuggets, also other titles this series.

Scientific Theism, Frances E. Abbott.

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West and East, E. C. Moore.

International Standard Magazine, pub. Cleveland, 1880's.

Books on Great Pyramid and Lost Ten Tribes.

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Bullinger, Critical Lexicon and Greek Concordance.

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Ever After, Juliet Wilbor Tompkins.

The Book Nook, 109 High St., Columbus, O.

The Fireside Dickens, ed. by Fontaine, pub. by subscription only, G. W. Carlton Co., 1883.

Book Shop, Pennsylvania Terminal, New York

Index to vol. 68 of The Railway Age.

The Book Shop, 612 Spruce St., Scranton, Pa.

Americanism of Washington, Van Dyke, Harper's.

Brentano's, Fifth Ave. & 27th St., New York

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Adventures in Neurasthenia.

Spirit of the Mountains, Miles.

First Annual Report of the Society Protecting Manual Labor in Literary Institutions, pub. 1833, Weed.

Poe's Works, Va. ed., edited J. A. Harrison, 17th vol.

Life of F. C. Selous, Millais.

Stories from a Chinese Studio, Giles.

Inquiry into the Political Justice, Godwin.

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Strange, Color Prints of Japan.
Bonafidine, Life in Moslem East.
Hay, Oppressed English.
Wedmore, Some of the Moderns.
Weitenkampf, American Graphic Art.
Koehler, Etching in America.
Ram Swami, Expansion of Self, San Fran., 1903.
Cross, Life's Shop-window.
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Verses and Fly Leaves, English ed.
Pistols for Two, Owen Hatteras.
My Quest of the Arab Horse, Davenport.
Sartor Resartus, Edmund J. Sullivan, illus.

Campion & Co., 1313 Walnut St., Philadelphia

Witching Hour, Thomas.
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Josh Billing's Complete Works, 4 vols. in 1.

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Hough, Story of the Outlaw.
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Adams, History of the U. S., 9 vols. or vol. 6.
Williams, On Many Seas.
Halford, Development of the Dry Fly.
Dumas, My Memoirs, 6 vols.
Cleveland, Voyages & Coml. Enterprises, 2 vols., 1842.
Beyond the Back of Silence.
Gosse, Life & Letters of John Donne, 2 vols.
Hausser, The Reformation.
Saintsbury, Literary Criticism, 3 vols.
Cockburn, Journey from Honduras to South Sea, 1735.
Jusserand, Literary History, vols. 2 and 3.
Melville, Moby Dick.
Bullen, Denizens of the Deep.
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Chaucer, Riverside ed. British Poets. 3 vols., H. M. & Co.
Athenian Society Publications, any.

R. F. Clapp, Jr., 36 N. Pearl St., Albany, N. Y.

My Adventures as a Spy, Powell, 2 copies.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Anti-Slavery Reporter, fr. beg. to 1852, 1866 to end.
Wheeler, Alexander the Great.
Edwards, Kakemono.
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Benedict, Vt. at Gettysburg.
Adams, Reminiscences 19th Mass. Regiment.
Keil, Thirty-fifth Ohio, 1861-4.
Rowe, Sketch of 126th Pa. Volunteers.
Small, Sixteenth Maine Regiment, 1861-65.
Forester, Frank, Poems.
Sportsmen's Portfolio Amer. Field Sports.
Tenn. Insurance Repts., 1874, 1908, 1910.
Drew, Daniel, Book of.
Barber and Howe, Hist. Collections of N. Y.
Perry, Hunting Expeditions, 1899.
Micking, Recollections Manila and Philippines.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Dall & Barmester, Birds of Alaska.
Grouchy, Marshal. Memoirs.
Gourgaud, Marshal. Memoirs.
Hearn, Lafcadio. Koto.
Lynch, Expedition to the Dead Sea, Baltimore, 1832.

Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.

Mr. Bowser, His Life and Troubles, Lewis, pub.
J. S. Ogelvie Co., paper binding if possible.

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Columbia University Library, New York

George Santayana, Life of Reason.
Vol. 4, Reason in Art, Scribner.
McGhee, Z., The Dark Corner, Grafton Press.
H. H. Powers, Message of Greek Art, Macmillan,
1913.

Columbia University Press Bookstore, 2960 Broadway,
New York

Ryland, Chronol. Outlines of Engl. Lit.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Harvard Classics.
The Great Work. T. K., Indoo Amer. Bk. Co.
Book of Knowledge.
Abbey, Quest Holy Grail, Russell, '95.
Jenkins, Heroines Hist. Miller, Phila., '88.

Cornell Co-operative Society, Ithaca, N. Y.

Bebrens, Manual of Micro-Chemical Analysis, pub.
1912 or before, state price and condition.

Cossitt Library, Memphis, Tenn.

Garrett & Goodpasture, History of Tennessee.

Dartmouth College Library, Hanover, N. H.

Altgelt, Reasons for Pardonng Feelden, Neebe and
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Christie, Selected Essays.
Corvo, In His Own Image.
Jones, Art of the Orator.
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Davis & Nye, 112 Bank St., Waterbury, Conn.

Memoirs of Pattison.
Italian Principia, American Book Co.
Old Fashioned Roses, 16mo, list \$2.00, Bobbs-Merrill.

A. L. Dennis, 790 Broad St., Newark, N. J.

Diary of Philip Hone, B. Tuckerman, 2 vols., Dodd,
Mead & Co.

Dixie Business Book Shop, 41 Liberty St., New York

A Critical Examination of Our Financial Policy
During the Southern Rebellion, Simon Newcomb,
Appleton, 1893.
Statistical Studies in the N. Y. Money Market,
Norton.

Directory of Directors, New York, 1919-20.

Capital & Interest, Böhm Bawerk.

Positive Theory of Capital, Böhm Bawerk.

An American Transportation System, Rankin, Put-
nam, 1909.

20 Yrs. in Congress, Blaine, 2d vol.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Books on Amusements, Games and Occultism.

J. C. Dow, Great Falls, Mont.

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James F. Drake, 4 W. 40th St., New York

Acorn Club, Gardiner's Relation of the Pequot
Warres.

E. A. Robinson, The Torrent, 1st ed.

Dramatic Publishing Co., 542 S. Dearborn St.,
Chicago

Segeste, Selinunte and the West of Sicily, Douglas
Sladen.

In Sicily, Douglas Salden.

Murray's Handbook of Algeria and Tunisia, 5th ed.
Mediaeval Sicily, Cecilia Waern.

Sicily in Fabel, History, Art and Song, Walter C.
Perry.

E. P. Dutton & Co., 681 Fifth Ave., New York
American Institute of Mining & Metallurgical Engi-
neers, vols. 51 and 52.

American Journal of Archaeology, set or odd vols.

Bolles, John A., Genealogy of the Bolles Family in
America, pub. H. W. Dutton & Son, Boston.

Barker, E., Poems, Frozen Trail.

Cohen, J. C., The Law.

Dana, Swiss Chalet Book.

E. P. Dutton & Co.—Continued

Dental Publications as follows:

Burroughs Wellcome, The Dental Art in Ancient
Times.

Chandler, T. H., Address Before Mass., Dental
Society, Boston, 1868.

Catching, B. H., Compendium of Practical Dentis-
try.

Dominion Dental Journal of Canada, any vols.

Dental Outlook, set or run.

Dental Review, set or run.

Dental Society of State of N. Y., Transactions,
any.

Dental Summary, set or vols.

Forcep, The, set or vols.

Grief, S., Dentistry in the Bible and Tabnud.

Harris, C. A., Dictionary of Dental Science, Dic-
tionary of Medical Terminology, 1878.

Hodges, R. M., Introductory Lecture Del. Before
Medical and Dental Schools of Harvard Uni-
versity, Boston, 1869.

International Dental Journal, any vols.

Egan, Pierce, Book of Sports.

Fort, Legal Ethics.

Flushing, Long Island, History of.

Hamblin, Book of Garden Plans.

Hume, Fergus, Works, any.

Hill, F. T., Story of the Street.

Huneker, Painted Veils.

Hartmann, The Secret Symbols of the Rosicrucians.

Holden, G. H., Canaries and Cage Birds, 1883.

Jennings, Rosicrucian Rites and Mysteries.

Jordan, Creeping Tides.

James, Henry, The Golden Bowl, 2 vols., N. Y.,
1904, Roderick Hudson, Boston, 1876, The Two

Magics, N. Y., 1898.

Kipling, How Shakespeare Came to Write the Tem-
pest, N. Y., 1916.

Latham, E., Dictionary of Names, Nicknames, and
Surnames.

McFall, H., History of Painting, preface by Frank
Brangwyn, 8 vols., 200 plates in colour, Nickerson,
Boston, Bysantine ed., limited 1000 copies.

Mahan, W. D., Archko Vol., pub. Antiquarian Book
Co.

Molloy, J. F., Most Glorious Lady Blessington.

Mathers, The Kabbalac Unveiled.

Rackham, Siegfried and the Twilight of the Gods,
Doubleday, Page.

Spencer, Principles of Sociology.

Spiritual Reconstruction.

Scribner's Magazine, Oct., 1875 and March, 1876.

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Blake's Works, Ellis & Yeats, 3 vols.

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Italian Cities, Lavell, Chautauqua.

How to Make Rugs, Wheeler, Doubleday.

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 Annals of the Four Masters.

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 Ramsay, Revolution in S. C.
 Sims, Story of My Life.
 Longstreet, Georgia Scenes.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.
 American Angler's Book.
 Andreyev, Plays tr. by Meader & Scott, 1915.
 Armstrong, A. A., Faith and Doubt in Century's Poets, 1898.
 Arnold, Song Celestial.
 Bates, C. D., On Tree Top, 1881.
 Becke, Louis, By Reef and Palm, and Other Titles.
 Benson, Cat. of Etchings.
 Bradlee, Eastern Railroad.
 Bunner, Short Sixes.
 Burke, Works, Bohn ed., Lond., 1861, vol. 1, red-dish brown clo.
 Century Dictionary, 24 parts.
 Chester, Cornelia Blossom.
 Concord, Mass., History of, Shattuck.
 Crosby, S. S., Early Coins of Amer., Boston, 1875.
 D. A. R. Lineage Books, vols. 2, 3, 4, and 5.
 Davis, Nimrod of the Sea.
 Dicty. of Printers and Printing.
 Eckfeldt, New Varieties of Gold and Silver Coin, 1852.
 Eden, Semi-detached House.
 Fitch, Vocation of Man.
 Futrelle, Thinking Machine, N. Y., 1907.
 Grahame, Golden Age, Chicago, 1895.
 Hall, Has North Pole Been Discovered?
 Hamilton, Vanished Pumps of Yesterday.
 Haxton, Signers of Mayflower Compact.
 Hay, Oppressed English.
 Heath, Laban, Improved Govt. Counterfeit Detector, 1870, 1873.
 Henson, Negro of North Pole.
 Hitchcock, Alchemy, N. Y., 1865.
 James, Henry, Essays in London.
 James, H., Bibliography of, Phillips.
 Jordan & Everman, Fishes of North and Middle America.

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 Mabie, Work and Culture, Dodd.
 MacLear, Hist. Christian Missions in Mediaeval Europe, 1850.
 Marusia, Maid of Ukraine, D., M. & Co.
 Moore, Personal Index to Southold, L. I.
 Moore, George, Untitled Field, Phila., 1903.
 Mount Desert, History of, Street.
 Moxon, Mechanic Exercises, Printing, vol. 2.
 New International Dictionary.
 Packard, White Mountain Trails.
 Parables of Safed the Sage, Barton.
 Patmore, Coventry Poems.
 Pidgin, C. F., Theodosia, Boston, 1907.
 Pirate's Own Book.
 Rosenkreuz, C., Fraternity True Brothers.
 Sewall's Diary, 3 vols.
 Sherwood, Gazeteer of Georgia, eds. 1 and 2.
 Shorter, Charlotte Bronte and Her Circle, D., M. & Co.
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 Veitch, Old Sheffield Plate, Macm.
 Walker, W., Ten New England Leaders.
 Walsh, W. S., Pen Pictures and Modern Authors, 1882.
 Wilkes & Eastman, Counterfeit Bank Notes, 1865.
 Woodhouse, Something Fresh.
 Genealogies: Cady, 1910.
 Gates, G. O. Gates, 1898.
 Harlan.
 Hillman.
 Howland, 1885.
 Neff.
 Odiorne, 1875.
 Sheldon Family Magazine.
 Swope, 1896.
 Talcott.
 Thornton, 1850.
 Winslow Memorial, 2 vols.
 Macy Genealogy.

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 Benson, Catalogue of Etchings, 1st ser.

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 Tassin, Craft of the Tortoise.

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Kephart's Our Southern Highlanders, Outing Pub. Co., 2 copies.

Handy Book Corp., Reading, Pa.
 National Geographic Magazine, containing Larger American Mamals.

George Hargens, 2 Tillman Alley, San Francisco
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The Days of the Directoire, Alfred Allinson, pub. John Lane Co.
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Benjamin, The Country Builder's Assistant, 1805.
Benjamin, Practice of Architecture, 1833.
Brown, European and Japanese Gardens.
Martin, Building Construction.
Brochure Series.
Platt, C. A., Italian Gardens.
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Benjamin, Asher, The Rudiments of Architecture, Boston, 1814.
Lyon, Colonial Furniture in America.
Mumford, Oriental Rugs, 1st ed.
Corner & Soderholtz, Colonial Architecture in New England.
Chanler, Colonial Architecture in Maryland, Pennsylvania and West Virginia.
Cram, English Country Churches.
Sturgis, Dictionary of Architecture, 4 vols.
Adam, R. & J., Works in Architecture (original) 3d vol.
Any books relating to Architecture. Furniture, Decorations and the Kindred Art.
Crane & Soderholtz, Colonial Arch. in Savannah, Ga., and Charleston, S. C.
Walter M. Hill, 22 E. Washington St., Chicago
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Devol's 40 Years a Gamble on the Mississippi.
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Down the Ohio.
Duma's Works, vol. 17, Lib. Lim. ed., Little, Brown.
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The Translation of a Savage, Sir Gilbert Parker.
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Love in Friendship, Standhal.
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Emanuel Kant, Chamberlain, English text.
Slovak Tales and Rosy World, Parker Filmore.
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In Hospital, W. E. Henley, Mosher.
Hunters' Camp-fires, House, pub. Harper.
Balzac, Lawton.
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A Handbook of Gastronomy, Jean Anthelme Brillat-Savarin.
- Hochschild, Kohn & Co., Howard & Lexington St., Baltimore, Md.**
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Spirit of America, Van Dyke.
Crimson Agelas, Stacpoole.
Lover's Litanies, Eric MacKay.
National Geographic for Sept., 1910.
La Terre, Zolo, In English.
Return of Peter Grimm, Belasko.
Wallace's Canary Book.
National Geographic for Feb., 1913.
- Holmes Book Co., 740 S. Main St., Los Angeles, Cal.**
Modern Art Collector, bound vol.
- The Howard Co., 702 W. 181st St., New York**
Harmonial Philosophy, A. J. Davis, 27 vols.
- John Howell, 328 Post St., San Francisco, Cal.**
Underneath the Bough, Thompson.
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Life of Washington, Marshall.
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Pickett and His Son.
Recollections of a Busy Life, Greely.
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Life and Adventures of Common Sense, Lawrence.
The Romance of Yachting, Joseph C. Hart, 1848.
Francis Bacon & His Secret Society, Mrs. Henry Pott.
Atlanta in Cadydon, Swinburne, 1st ser.
China-Town Ballads, Wallace Irwin.
Geological Reports & Geological Survey Bulletins.
Perfect Way for the Christ, Anna S. King, 2d, 3d, and 4th eds.
- Paul Hunter, 401½ Church St., Nashville, Tenn.**
Castelmon, The Buried Treasure.
Castelmon, The Mail Carrier.
Carr's Synopsis of Results in Elementary Mathematics.
Hough's The Magnificent Adventure.
Dumas, 46 vols.
Le Grand Durand, A Parallel of Architecture Portfolio.
Clarke's Commentary, 6 vols., pub. between 1836-60.
Ranck, History of Lexington, Kentucky.
Perrin, Kentucky, a History of the State.
Schoolcraft's Indians, vols. 4, 5 and 6.
- The H. R. Huntting Co., Myrick Bldg., Springfield, Mass.**
Blavatsky, Secret Doctrine, vol. 1.
Grozier, One Hundred Best Novels, 4 vols.
Awakening of Helena Ritchie, Margaret Anglin ed., 2nd-hand copies.
Maud Adams ed. of Little Minister.
Voynich, The Gadfly.
- Hyland's Old Book Store, 204 Fourth St., Portland, Ore.**
Ward, Applied Sociology.
Ward, Dynamic Sociology.
Maeterlink, Wisdom & Destiny.
- Illinois Book Exchange, 202 S. Clark St., Chicago**
Insurance Law Journal, vols. 29-37 both incl.
Finch & Deitch's Insurance Digest, 1888 to date.
- Hall N. Jackson, 719 Vine St., Cincinnati, O.**
American Kennel Gazette and Stud Book, prior to 1918.
The Turn of the Balance, Brand Whitlock.
- Edw. P. Judd Co., New Haven, Conn.**
Wider View, Dane, Putnam.
Changed Cross, Randolph, Putnam, last ed.

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 Kansas City Book Exchange, 715 Main St., Kansas City, Mo.
 The Real Lincoln, Charles L. C. Minor.
 Kieser's Book Store, 221 N. 16th St., Omaha, Neb.
 Renan's History of Israel, 5 vols.
 Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.
 Sturgis, Appreciation of Sculpture.
 Frank, Shrine of Silence.
 Linton & Stoddard, Engl. Verse.
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 Duruy, Ancient History of the East.
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 Circuit Rider's Widow, Cora Harris.
 My Son, Cora Harris.
 Recording Angel, Cora Harris.
 Flora's Lexicon, Waterman.
 Language of Flowers, Tyas.
 Decorative Plant & Flower Studies, Foord.
 Fiske's Beginnings of N. E., Illustrated ed.
 Letters of ex-Mayor Gaynor.
 Hennepin, Description of Louisiana, ed. by J. G. Shea, 1880.
 La Hontan, New Voyages, ed. by R. G. Thwaites, 1905.
 Inglesfield, Summer Search for Sir John Franklin.
 Lemcke & Buechner, 32 E. 20th St., New York
 Lunge, Sulphuric Acid, vol. 1 in 3 pts. and supplement.
 Waldron, Tactical Walks, 1917.
 Ayer, Amer. Newspaper Annual, 1920 ed.
 Official Handbook for Boys, latest ed. by Boy Scouts of America.
 Complete Sets of
 American Academy of Arts and Sciences Transactions.
 American Antiquarian and Oriental Journal.
 American Ethnological Society Transactions.
 American Folklore Society Held at Philadelphia, Proceedings.
 American Journal of Semitic Languages and Literature.
 American Philosophical Society Held at Philadelphia, Proceedings.
 American Philosophical Society, Historical and Literary Committee Transactions.
 Antiquarian, The, Chicago.
 Canadian Institute, Toronto Proceedings.
 Canadian Institute, Toronto Transactions.
 Georgia Historical Society, Collections.
 Harvard Studies in Classical Philology.
 Interior Department Ethnological Survey Publications, Manila.
 Minnesota Historical Society Collections.
 Modern Philology.
 Proceedings and Transactions Royal Society of Canada, Montreal.
 Wisconsin Academy of Sciences, Arts and Letters, Transactions.
 C. F. Libbie & Co., 78 Bedford St., Boston
 Gregg's Commerce of the Prairies, 2 vols., N. Y., 1849.
 Holsinger, The Indian and His Blanket.
 Pattie, J. O., Personal Narrative of, Cincin., 1833.
 Coues, E., On the Trail of a Spanish Pioneer.
 Wallace, Man's Place in the Universe.
 Dellenbaugh, F. S., Rom. of the Colo. River, N. Y., 1902.
 Yonge, C. M., History of Christian Names, 1884.

Library of Congress, Washington, D. C.

- Macy, John Arthur, Socialism in America, N. Y., Doubleday, Page, 1916.
 C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.
 Sabin's Dictionary Americana, any parts.
 Little, Brown & Co., 34 Beacon St., Boston
 Lady Green Satin, Deschesnez, pub. Winston.
 Lord & Taylor Book Shop, Fifth Ave. at 38th St., New York
 Set, Little Masterpieces Library, ed. by Bliss Perry, Doubleday, Page pub.
 Little, First Nantucket Tea Party, D., P.
 Huntington, How to Teach Kitchen Garden, D., P.
 Green, Mason de Slume (More Stories of the Actors' Boarding House), Rickey.
 Hines, Days in Cornwall.
 Public Library, Los Angeles, Cal.
 Eastwood, Alice, Handbook of Trees of California.
 Federal Council of Churches, N. Y., Report on Logging Camps of Pacific Northwest.
 Historical Magazine, Extra no. 1, vol. 3, 3rd ser., 1874.
 Turley, C., Voyages of Capt. Scott.
 Lowman & Hanford Co., Seattle, Wash.
 An Author's Love, Prosper Merrine, pub. Macmillan.
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 On Old World Highways, Murphy.
 Three Wonderlands of the American West, Murphy.
 Modern Golf, P. A. Vaile, A. & C. Black, 1909.
 First Directory of the City of New York.
 Baedeker's Guide.
 Roman Breviary, trans. Marquis of Brete, 1-vol. ed.
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 Mitchell, History of Ancient Sculpture.
 Ferguson, History of Architecture, 10 vols.
 A Short Life of Napoleon Bonaparte, Tarbell, with 250 illus., pub. McClure, 1895, paper, double column.
 The Lamb, 1904-1905.
 Ashbee, The Private Press.
 Ashbee, Socialism and Politics.
 Britannica, Cambridge ed.
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 Monograph Supplements, vol. 2, no. 5, April, 1899.
 Art of Music, vol. 10, The Dance, pub. National Society Music.
 Lucia Gale Barber's The Significance of the Present Dance Movement, New England Magazine, 41: 272-9N., '09.
 Knoepfel, Organizations and Administrations.
 Armstrong, Planning and Time Studies.
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 Beecher, Sermon Cont. Gen. Hist., East Hampton, Sag Harbor, 1808.
 Wilcox, Poems of Passion.
 Steele, American Campaigns, Wash., 1909.
 Van Hise, Treatise on Metamorphism, U. S. Geol. Survey, 1904.

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New York State Library, Albany, N. Y.

Wells, Satire Anthology.
 Knobel, Edward, Spiders of the Northern States, Boston, 1901.
 Alexander, Political History of the State of New York, 3 vols.
 MacGregor, Two Thousand Points for Financial Advertising, ed. 2.
 Hyde, George Herbert and His Times.
 Bracq, Selected List of French Books, Foreign Book List, no. 3.

Norman, Remington Co., Charles St., Baltimore, Md.

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 LeBon, Psychology of French Revolution.
 Montalembert, St. Elizabeth.
 Hartmann, Buried Alive.
 Tebb & Vollun, Premature Burial, Lond., 1896.
 Fletcher, One Thousand Buried Alive by Their Best Friends.
 Walsh, Premature Burial, N. Y., 1898.
 Tebb, Premature Burial, a Reply to Dr. Walsh.
 Burke, On Suspended Animation, etc., 1905.
 Index to Md. House & Senate Jnls., 3 vols., 1777-1837, Annapolis, 1836.
 Histy, Leitersburg District, Wash. Co., Md., Bell.
 Semmes & Allied Families, Balto.
 Descendants of Wm. Boarman, Balto., 1897.
 Bozman Family, Jos. Bozman, Meridian, Miss., 1885.
 Col. Families & Their Descendants, Emory, Balto., 1900.
 Histy. of Wash. Co., Md., Williams.
 History of Cumberland, Allegany Co., Md., Lowdermilk.
 Genealogy of Barlow Family, Balto., 1879.
 Genealogical Notes on Chamberlain Family, Kerr, Balto., 1880.
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Trull, Hydropathic Encyclopedia.

Trull, Water Cure for the Millions.

Pownner's Book Shop, 406 Superior Ave., W., Cleveland, O.

Conrad, Inheritors, McClure Phillips, 1901.

T. K., Great Work.

Huntley, Harmonics of Evolution.

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Plutarch's Lives, trans. by North.

Presbyterian Bd. of Pub., Philadelphia

Kuyper's Encyclopedia of Theology.

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 Duncan, Way of the Sea, McClure.
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 Paracelsus, Hermetic and Alchemical Writings, 2 vols., London.
 Philipps, L. M., Works of Man.
 Platt, C. A., Italian Gardens, Harper, 1894.
 Pye, Patronage of British Art.
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 Thayer, Cases on Constitutional Law, with Notes, 2 vols., latest ed., Sever & Co., Cambridge, Mass., 1895.
 Wharton, Commentaries on Law, 1884, Kay & Bro., Philadelphia.
 Baxter, S., Spanish Colonial Architecture of Mexico.
 Bello, H., Dr. Caliban.
 De Quincy, Flight of Tartan Tribe, Houghton Mifflin.
 Ebers, Egyptian Princess, Crowell.
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Kapp, Baron von Steuben, N. Y., 1860.
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Bonsall, Handbook of Social Laws of Pennsylvania, pub. by Philadelphia Society for Organizing Charities and Associated Charities of Pittsburgh.
Booth, Material on Geography (A. L. A. Pub. Board).
Bucke, Cosmic Consciousness, 1901 or 1903.
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Cabell, Jurgen.
Carrere & Hastings, City Plan for Town of Hartford (American Civic Assn.).
Chataqua of June, 1905, of American Civic Association.
Davidson, Education of the Greek People and Its Influence on Civilization (Appleton).
Dealey, Getting Into Action for a City Plan (American Civic Assn.).
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Harrison, Prolegomena to Greek History.
Harvard Theological Review, vol. 8, No. 4, October, 1915.
Harvard Theological Review, Vol. 12, No. 1, Jan., 1919.
History of the Jews from Jesus Christ to the Present Time, Supplement of the History of Josephus written in French by Barnage, trans. into Eng. by Taylor, 1708.
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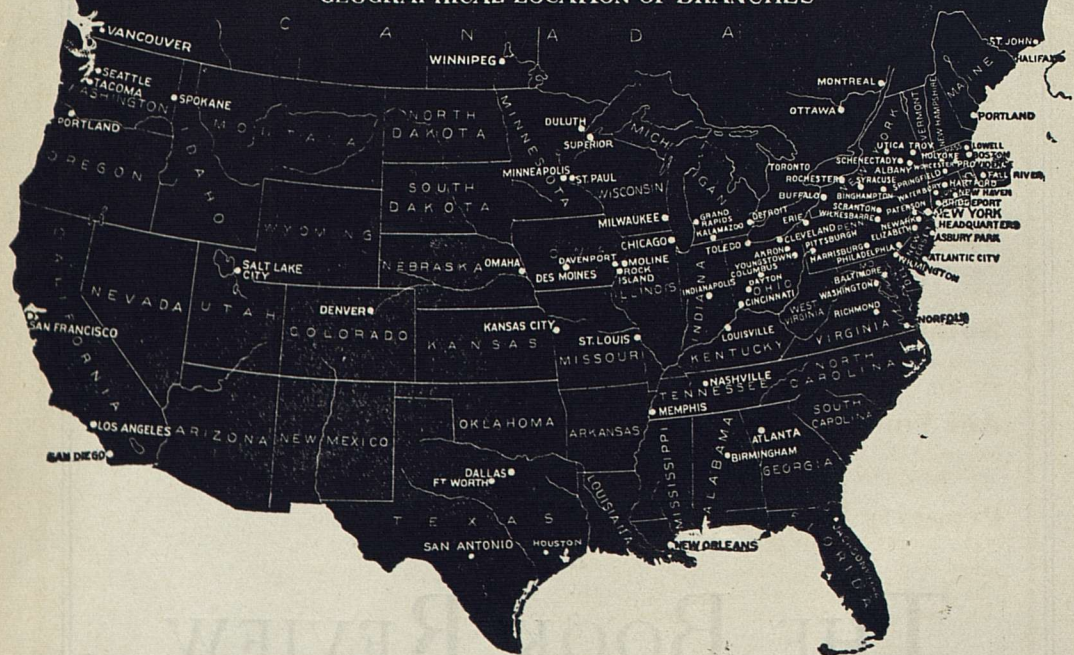
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